




**Library
of the
University of Toronto**



Digitized by the Internet Archive
in 2012 with funding from
University of Toronto

<http://archive.org/details/cangroceroctdec1918toro>

FEATURING BRITISH COLUMBIA NEWS

CANADIAN GROCER

Member of the Associated Business Papers --- Only Weekly Grocery Paper Published in Canada
THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXXII.

PUBLICATION OFFICE : TORONTO, OCTOBER 4, 1918

No. 40



The package may be imitated
but the contents cannot



Wagstaffe Products—Fine for Displays

MR. DEALER, what about an attractive window display of **Wagstaffe** products like the above? Wouldn't that catch the eye of every particular housewife in your locality?

Show Cards? Yes, we have them, and shall send them, too, on receipt of a postal card. The suggestion in the above display will surely be of use to you in making an attractive window or interior trim. Try it out and see the results you get.

Wagstaffe products are splendid business tonics. Be sure you have our special lines, such as Bramble Jelly, Pineapple Marmalade, Green Fig, etc. These are put up in attractive 15-oz. jars, also 4-lb. pails. They are sure winners,

and your wholesaler has complete stocks on hand for immediate delivery.

Be sure also you have complete line of **Wagstaffe** jam, jelly and marmalade, put up in the small, individual jar for the overseas package. Your customers will appreciate these once you show them. Then there is the Christmas pudding for the overseas box, put up in 1 and 2-lb. tins with the key-opener attached.

The above-mentioned **Wagstaffe** lines created great attraction at the Canadian National Exhibition, and you surely have had some inquiries for them. Order them from your wholesaler to-day.

WAGSTAFFE, LIMITED

Hamilton, Canada

A Trio of Milk Products *with* Unimpeachable Purity



THE BEST
THAT SCIENCE CAN PRODUCE

Borden's
All the housewife's favorites

To the scrupulous care we exercise in selecting the purest milk obtainable and to the careful and scientific processing by which we eliminate every possibility of inferior quality—to these two conditions are due the uniform goodness of every Borden Milk product.

It is this unbeatable purity that has won the unstinted approval of particular people everywhere. It is this sales-creating superiority that is building big business for Borden dealers all over the country.

Are you showing the Borden lines?

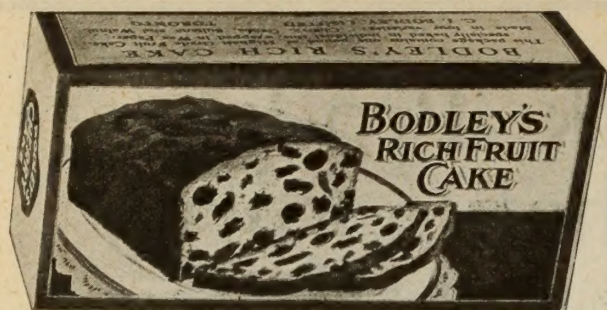
Borden Milk Co., Ltd.

"Leaders of Quality"

MONTREAL

Branch Office: No. 2 Arcade Bldg., Vancouver

License No. 14-213



Bodley's Overseas Cake

An excellent quality cake put up specially for sending to the boys "over there." In 1-lb. and 1½-lb. tins.

The package being square shaped fits snugly into the corner of any box.

Feature the Bodley Cakes. They're worth it.

Wire at our expense for quotations immediately.

C. J. Bodley, Limited
TORONTO

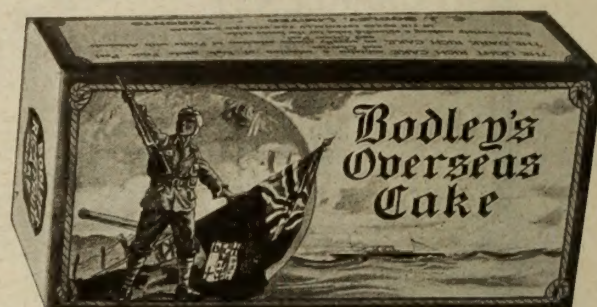
Canada Food Control License No. 5-309

Are you showing these?

They're worth showing and worth suggesting because their quality always satisfies.

Bodley's Rich Fruit Cake

A splendidly delicious product that people say is "better than ever" notwithstanding that it conforms strictly to the regulations governing conservation of wheat and sugar.



SILENT SALESMAN

No modern grocer denies the value of glass-front, dust-proof show cases and bins which show the goods to the best advantage and yet keep them dust free and saleable to the last.

Food products in glass have the same advantage of display and direct appeal to the appetite, and when sealed with Anchor Caps they are not only dust-proof, but absolutely air-tight.

Goods properly packed in glass containers with Anchor Caps will retain their full flavor and freshness indefinitely. They will reduce the selling effort required to a very great extent and they will add to your profits both directly and indirectly.

See that your next purchases are sealed with Anchor Caps and avoid the losses due to leaking jars, mouldy and deteriorated goods.

Anchor Cap & Closure Corporation
OF CANADA, LIMITED

FACTORY AND
GENERAL OFFICES



50 Dovercourt Road
TORONTO, ONTARIO



NEW CARTON—REVISED PACKING

With the advent of the new package design, and to make the packing more in harmony with Sunlight and Lifebuoy, the packing will consist of 50 cartons to a case.

Price \$5.10 per case net.

Freight paid in Ontario and Eastern Provinces to nearest Railway Station on direct shipments of 5-case lots and upwards of Lux, or assorted with Sunlight and Lifebuoy. Goods sent to Flag Stations at customers' risk.

This new design will form, we hope, a more harmonious and effective display than the old package.

The quality of Lux remains unaltered — the highest possible efficiency in soap production of the century—that is Lux.

LEVER BROTHERS LIMITED, TORONTO



Liked by all lovers of Quality and Purity

Royal Acadia Sugar has won the esteem of particular housewives because experience has proven to them that Royal Acadia is a superior sweetening medium.

The Safest Sugar for you to sell.

In 2 and 5-lb. cartons; 10, 20 and 100-lb. bags; half barrels and barrels.

The Acadia Sugar Refining Co., Limited
HALIFAX, CANADA

COWAN'S COCOA—

"Perfection Brand" Purest and Best

Grocers----

Sell Canadian made products to-day and every day --- By so doing, you keep the money in the country --- You and others need it. Push this Canadian Cocoa, made by Canadians

*"In
Every
Home!"*



Every Week with the E. B. EDDY COMPANY OF HULL CANADA

Story for Week Dated Oct. 4, 1918.

Being No. 2 in the Series

Ezra Butler Eddy Salesman and Buyer

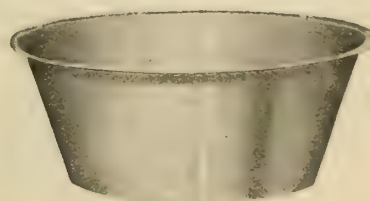
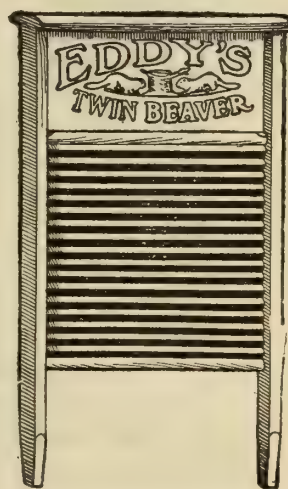


BORN on August 22nd, 1823, on a farm near Bristol, Vermont, Ezra Butler Eddy, began his business and industrial career in the United States. At fifteen he went to New York and rose rapidly from a minor clerkship to a responsible financial position. He came of good stock. His father was of Scotch descent. His mother directly descended from Miles Standish, the Puritan captain of Plymouth. After his New York training he returned to Vermont and started in business for himself, buying and selling dairy products. Here he showed one of his leading characteristics—a quality that every retailer who handles Eddy products to-day will keenly appreciate. It is said of Ezra Butler Eddy by one who knew him most intimately:—

"He was a born salesman. He could buy goods of all kinds and sell them to better advantage than anyone I ever knew. His gift was selling and buying."

These words are quoted directly as spoken by George H. Millen, now president of the Eddy Co., the man who for years was right-hand man to Mr. Eddy in the management of the rapidly-developing organization. One feature of the early days of the Eddy plant at Hull was the general store which Mr. Eddy ran himself for the supply of his army of employees and the residents of Hull. "He made his store pay," remarked J. T. Shireff, vice-president of the firm to-day. "You may be sure that if it had not paid Mr. Eddy would have quickly dropped it. That is why from the first he understood the needs of the retailer in business." That spirit of understanding the needs of the retailer is with the E. B. Eddy Company strongly to-day, as further stories in this series will show.

Some Eddy Products You Know



If any advertisement interests you, tear it out now and place with letters to be answered.

The Business Papers Got The Volunteers

E DWARD N. HURLEY, the clear-headed, resourceful Chairman of the United States Shipping Board—the man who induced Chas. Schwab to take the general management—puts a big rating on the national importance of the business paper. In the recent campaign for shipyard volunteers the business papers aided greatly in getting the required number of men.

Mr. Hurley, writing the Secretary of the Associated Business Papers, which includes a large number of the most progressive in North America, says:

“**I** WANT to tell you and those connected with the division of advertising that the services rendered the United States Shipping Board and the Emergency Fleet Corporation by the Business Papers in our recent campaign for shipyard volunteers, deserves our highest commendation.

“The editorials which these papers published and the advertisements bearing coupons and postcards to be filled in by those desiring to enrol in the shipyard volunteers, materially helped us in securing our full quota of volunteers.

“I recognize the great force of the Technical and Trade Press of the country, and particularly in these critical times, both with relation to business as well as to the war.

“Please accept this as a testimonial of my appreciation of your very valuable services and the assistance given us by the Associated Business Papers.”

It is only since the beginning of the war that many have come to recognize the value and power of the Business Paper. Manufacturers who have subscribed for and used the Business Press in their own campaigns have long known its power in developing not only the business of its readers but the resources of the country. The Business Paper to-day stands high in the estimation of those executive heads connected with war endeavors, because they realize it is a mighty force in stabilizing business and in giving technical knowledge which cannot be secured in any other way.

Following MacLean Trade and Technical Papers and Magazines stand at the top for Service to readers:

Canadian Grocer
Hardware and Metal
Canadian Machinery
Power House
Canadian Foundryman

Marine Engineering
Dry Goods
Men's Wear Review
Bookseller and Stationer

Sanitary Engineer
Financial Post
MacLean's Magazine
Farmers' Magazine
Printer and Publisher

Send for copy of any in which you interested.

The MacLean Publishing Company, Limited

1207 Union Trust Bldg.
Winnipeg

143-153 University Ave.
TORONTO

Southam Bldg., Bleury St.
Montreal

CLARK'S PORK AND BEANS



With
Plain Chili
or
Tomato
Sauce



LEAD IN
QUALITY
and
REPUTATION

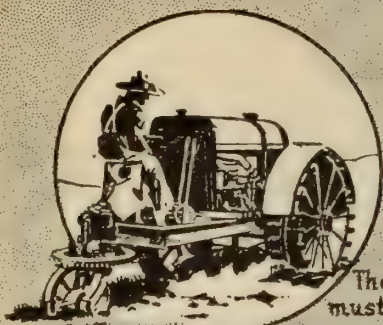
They sell readily
Your turnover is quick
Your profit is good
and

YOUR CUSTOMER IS SATISFIED

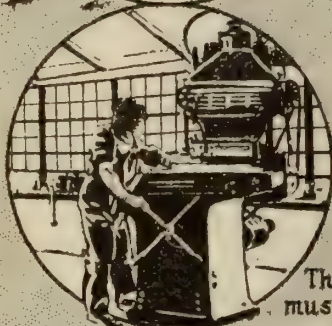
W. CLARK, LIMITED, MONTREAL

Canada Food Board License No. 14-216

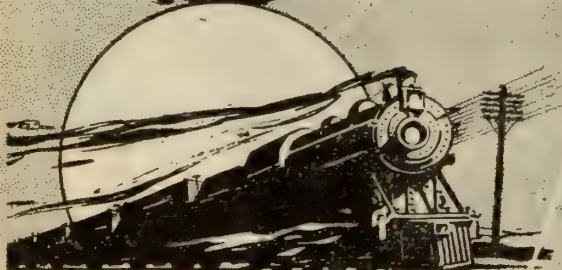
Work together for victory.



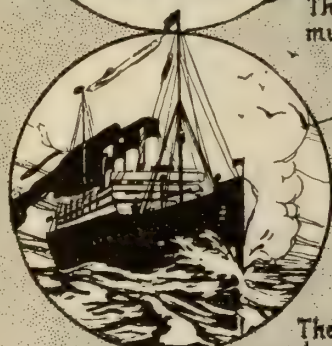
The Farmer
must raise more.



The Mechanic
must produce more.



The Railroads
must speed up.



The Ships
must make more trips.



The Business Man
must help the others.



Some months ago I was in Toronto and I saw a sight that went deep into my soul. It was a body of fresh troops entraining for an Atlantic port. Fresh young faces, going out, unafraid, into the maelstrom.

Later I watched a New York City detachment of the new National Army of the United States swing down Fifth Avenue. There were 10,000 of them marching through the heavy, swirling snow.

These scenes have made me wonder how many more would have to go. I wondered if Canada, already heavily represented on Flanders' fields, would have to call her older men, as France had done. I wondered if the United States would need her older men, as we did in the Civil war.

None of us want that to happen.

The only way to stop the outflow of soldiers is to beat the Kaiser and his horde of Huns. The only way to do that is to give our boys in the trenches so much of the munitions of war — of such excellent quality — that they will be as superior to the enemy as a workman with a turret lathe is to a workman with an old hand lathe.

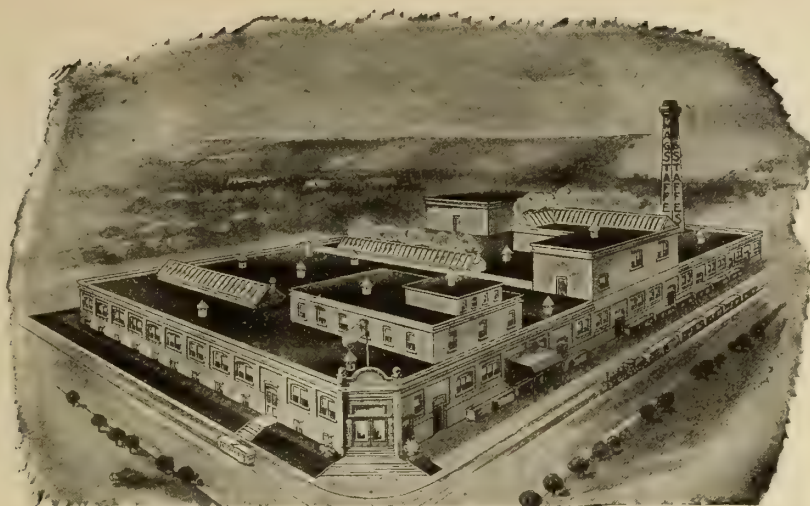
So let us think quickly of better ways to do our work. Scarcity of labor has made the people of our western continent inventors. For war alone, North America has given the world the torpedo, the wireless torpedo, the submarine, the ironclad, the repeating rifle, the machine gun, the revolver, the magazine pistol, the airplane and the motor car.

The war to-day demands that we do more than we ever have done before. Let us all speed up, with the thought that we, too, are fighting the enemy, even if we can't see him. Let us hurry our work at our desk and bench s, and thus keep millions of men out of the trenches.

(Signed)

John H. Patterson
President
The National Cash Register Company

If one slows down all are delayed.



THE MOST MODERN AND UP-TO-DATE FRUIT
PRESERVING FACTORY IN CANADA

WAGSTAFFE'S

Celebrated Seville Orange Marmalade

containing all the essential oils that
give such a piquant zest to a Real
Orange Marmalade.

*Order from your wholesale grocer
before the advance*

WAGSTAFFE, Limited

PURE FRUIT PRESERVERS

Hamilton

-

Canada

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

The service department of Canadian Grocer will gladly assist manufacturers at home and abroad in making arrangements with the firms in all parts of Canada whose announcements appear on this page.

WESTERN PROVINCES

MANITOBA
SASKATCHEWAN

Wholesale Grocery Commission
Brokers

ALBERTA
WESTERN ONTARIO

H. P. PENNOCK & CO., Ltd.

Head Office: WINNIPEG Manitoba

We solicit correspondence from large and progressive manufacturers wanting active and responsible representation west of the Great Lakes. An efficient selling organization, and an old-established connection with the trade, place us in a position to offer you unexcelled facilities for marketing your products. Write us now.

"Always On The Job"

The H. L. Perry Co., 214-216 Princess St., Winnipeg

As your Selling Agents, we can make a big success of your Account.

STORAGE

DISTRIBUTING

FORWARDING

SIX HOUSES IN WESTERN CANADA

W. H. ESCOTT CO., LIMITED

Winnipeg, Man.

W. H. ESCOTT CO., LIMITED

Calgary, Alta.

W. H. ESCOTT CO., LIMITED

Saskatoon, Sask.

W. H. ESCOTT CO., LIMITED, Fort William, Ont.

W. H. ESCOTT CO., LIMITED

Regina, Sask.

W. H. ESCOTT CO., LIMITED

Edmonton, Alta.

WHOLESALE GROCERY BROKERS, MANUFACTURERS AGENTS, IMPORTERS

Consignments Solicited

HEAD OFFICE: 181-183 Bannatyne Ave. East, WINNIPEG

Write Us



Market your goods successfully in the West

Our service will enable you to do it. We are a well-established firm with every facility for getting you quick, lasting results.

With twelve men calling on the wholesale and retail trade we are always in close touch with the very people you want to reach. Nine of our men are doing retail work continually.

Write now for full information.

Scott-Bathgate Company, Limited

Wholesale Grocery Brokers and Manufacturers' Agents
149 NOTRE DAME AVENUE EAST, WINNIPEG

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

PUGSLEY, DINGMAN CO., LIMITED
JOHN TAYLOR & CO., LIMITED
ETC., ETC., ETC.

We represent some of the best manufacturers,
of whom the above are examples. We will
give your line the same attention.

F. D. COCKBURN CO.
WINNIPEG

A. M. Maclure & Co.

MALTESE CROSS BUILDING
WINNIPEG

IMPORTERS, BROKERS
MAN'F'S. AGENTS
GROCERY, DRUG AND
CONFECTIONERY
SPECIALTIES

Williams Storage Co.

WINNIPEG

Lessees
WINNIPEG WAREHOUSING CO.
288 Princess Street

Owners
C. S. TURNER CO.
147 Bannatyne Avenue

Prompt and Efficient SERVICE

Bonded or Free Storage
Track Facilities Steam Heating
WAREHOUSING DISTRIBUTING
STORAGE

If you have a business to dispose of, or
are in need of efficient help, try a Want
Ad. in Canadian Grocer, and let it assist
you in filling your needs.

C. H. GRANT CO.

Wholesale Commission Brokers and
Manufacturers' Agents

1206 McArthur Bldg., Winnipeg
We have the facilities for giving manu-
facturers first-class service.

WHEN WRITING TO ADVERTISERS
KINDLY MENTION THIS PAPER

D. J. MacLeod & Co.

Manufacturers' Agents
and Grocery Brokers
EDMONTON, ALTA.

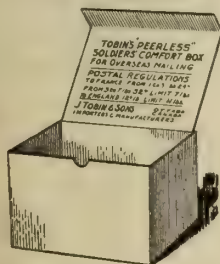
Open to negotiate for new lines in Alberta.
Our staff calls on wholesale trade and does
detail work.

WATSON & TRUESDALE

Wholesale Grocery Brokers and Manufacturers' Agents.

Have live men doing detail work throughout our territory. Manitoba
Saskatchewan and Alberta. They get the business, and can get it
for you. Write us, and we will explain our system.
120 LOMBARD STREET - - WINNIPEG, MANITOBA

Trackage
Storage
Distri-
ution



GET READY FOR CHRISTMAS TRADE

The increasing demand for TOBIN'S "PEERLESS OVERSEAS BOXES" is causing us some unrest, for we are forcibly reminded that raw materials are going up and the supply nothing near the demand.

So grocers of wisdom get in your orders at once—or the other fellow who has stock will coin the money you should have. The three sizes are the embodiment of strength, lightness and convenience in packing for France and England.

All prices will be withdrawn on the 15th Sept. That's the situation to-day. Now get busy if you want stock, while it's here. Prices mailed on application.

J. TOBIN & SONS - OTTAWA, ONT.

EL ROI-TAN PERFECT CIGAR

This page is referred to frequently by buyers in need of supplies, and for this reason you should be represented here.

Don't miss this opportunity.

CANADIAN GROCER, 143-153 University Ave., Toronto

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

The service department of Canadian Grocer will gladly assist manufacturers at home and abroad in making arrangements with the firms in all parts of Canada whose announcements appear on this page.

ONTARIO

W. G. PATRICK & CO. Limited

Manufacturers' Agents
and Importers

51-53 Wellington St., W. Toronto

Maclure & Langley, Limited

Manufacturers' Agents

Grocers, Confectioners
and Drug Specialists

12 FRONT STREET EAST TORONTO

W. F. ELLIOT

Importer & Manufacturers' Agent

(Cor. Leith and Hardisty Sts.)

FORT WILLIAM, ONT.

Established 1909.

W. G. A. LAMBE & CO.

TORONTO

Established 1885

SUGARS

FRUITS

SAY YOU SAW IT
IN CANADIAN GROCER
WHEN WRITING TO
ADVERTISERS

KINDLY MENTION THIS PAPER
WHEN WRITING ADVERTISERS

Apples

Let us look after your
requirements. We
handle the Famous

GEORGIAN BAY

BRAND APPLES

Fine, sound fruit that
will be appreciated by
every customer.

We invite correspondence.

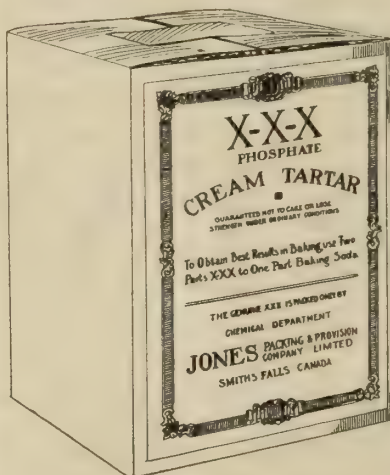
LEMON BROS.

OWEN SOUND, ONTARIO

X-X-X PHOSPHATE CREAM TARTAR

Formerly only sold in Bulk,
NOW offered to the Grocery
Trade in Five and Ten Pound
Cartons.

To avoid unsatisfactory substitutes
look for this label on the package.
Insist on the Genuine X-X-X.



Order from your Wholesaler,
or direct from

The Jones Packing & Provision Co.
(Chemical Department) Limited
SMITH'S FALLS, ONTARIO

To Manufacturers' Agents

Manufacturers are always looking for aggressive brokers to represent them. Keep your name and territory covered to the front, thus impressing them with your aggressiveness. The Manufacturers' Agents' directory is the right place to have your card.

The rates are reasonable. For one inch each week for one year the cost is only \$1.25 per insertion. For quarter column for the same time the cost is \$2.80 an issue.

We shall be glad to furnish you with other rates upon application.

Canadian Grocer
143-153 University Ave.
TORONTO

KINDLY MENTION THIS PAPER
WHEN WRITING TO ADVERTISERS

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

The service department of Canadian Grocer will gladly assist manufacturers at home and abroad in making arrangements with the firms in all parts of Canada whose announcements appear on this page.

QUEBEC

ROSE & LAFLAMME LIMITED

Commission Merchants
Grocers' Specialties
MONTREAL TORONTO

J. R. GENEST CORN and CORN PRODUCTS—PEAS

Grain, Flour and Feed—Wholesale only
Grocers Specialties
BOARD OF TRADE BUILDING, MONTREAL

JOHN E TURTON

Wholesale Grocery Broker

MONTREAL

H. D. MARSHALL

Wholesale Grocery Broker

OTTAWA MONTREAL HALIFAX

When answering
Advertisements please mention
Canadian Grocer

FREEMAN and SHEELY

WHOLESALE GROCERY BROKERS
St. Nicholas Bld. - Montreal

MARITIME PROVINCES

C. B. HART, Reg. Montreal, P.Q.

Grocery and Chemical Brokers
Commission Agents

Schofield & Beer, St. John, N.B.

Commission Merchants

Agents for: Acadia Sugar Refining Co., Ltd., of Halifax, N.S.; W. C. Macdonald, Regd., Montreal, P.Q.; F. W. Berk & Co., London, Eng.; The T. Upton Co., Ltd., Hamilton, Ont.

GAETZ & CO.

MANUFACTURERS' AGENTS AND
GROCERY BROKERS
47-49 Upper Water St., Halifax, N.S.



IT'S THE REAL MACKAY

Mackay's Pearl Barley Flour

Made - in-Canada.
A "Barley Food"
without a peer. A
seller and a "re-
peater."

Just the thing for
infants, invalids
and old people.
Gives a delightful
flavor to soups
and gravies.

Dealers should keep MacKay's well displayed and
so link up with our widespread consumer advertising

Your wholesaler has it.

Recommended by Dr. McGill, Ottawa, Dominion
Medical Analyst.

John Mackay Co., Limited

BOWMANVILLE, ONT.

Only Exclusive Pot and Pearl Barley Mill in Canada



A Good Profit Maker

A high-class tem-
perance drink,
delicious enough
to please the
critical taste of
the connoisseur.

The Marsh Grape Juice Company

Niagara Falls, Ontario

Agents:

MacLaren Imperial
Cheese Co., Ltd.,
Toronto, Ont.

Rose & Laflamme, Ltd.,
Montreal, Que.

COFFEE

- ☞ We carry a large stock of all grades of coffee, and sell at lowest market prices at all times.
- ☞ We are prepared to make contracts for delivery weekly or monthly, of fresh roasted coffee packed to meet your trade requirements, in 1-lb., 5-lb., 10-lb., 25-lb., 50-lb. containers.
- ☞ Special packing and labels for jobbing and wholesale trade.
- ☞ All our customers are increasing their coffee sales.

OUR POLICY

Satisfaction guaranteed

or

Return at our expense

KEARNEY BROS., LIMITED

TEA AND COFFEE MERCHANTS

33 ST. PETER STREET, MONTREAL

ESTABLISHED 1874

When in need of
Wrapping Paper
Twines & Cordage

Brooms
 rushes
 baskets

Grocers' Sundries

Walter Woods & Co.

Hamilton and Winnipeg

War Conditions

necessitates the prohibition
 of export of all foodstuffs
 from the United Kingdom.

SPRATT'S

DOG CAKES

*Poultry Foods, Canary
 and Parrot Mixtures*

pending the removal of
 the embargo, can be ob-
 tained from

SPRATT'S PATENT (America) LTD.
Newark, New Jersey.

London (Eng.), Spratt's Patent Limited
 24-25 Fenchurch Street, E.C. 3.



Worth featuring at any time

MATHIEU'S NERVINE POWDER

A grand remedy for Neuralgia, Headache, Sleeplessness and other nerve complaints.

Free from morphine, chloral, opium or any harmful drug.

A dandy little line to recommend. A line that always satisfies and always repeats.

J. L. Mathieu Co.

PROPRIETORS

SHERBROOKE

QUEBEC

What Raisins Mean To Grocery Merchants

Every time a customer speaks about the sugar shortage, it gives you an opening to sell raisins. Thousands of families are saving sugar by using more raisins. Raisins give fine flavor and greatly added food value to breakfast cereals, breads, pies, cakes, puddings, etc.

Raisins are 75% Sugar

Sun-Maid Raisins—seeded or seedless—are now considered a necessity in American homes. Women have faith in Sun-Maid Raisins because they are of uniformly high quality. Cleanliness is a high virtue of Sun-Maid Raisins.

Our Advertising Is Your Insurance

Big magazines print Sun-Maid advertising continuously. This advertising sells your raisins readily, especially if you display them.



SUN-MAID RAISINS

Three varieties of Sun-Maid Raisins: Sun-Maid Seeded (seeds removed); Sun-Maid Seedless (grown without seeds); Sun-Maid Clusters (on the stem). Buy from your jobber. If you handle bakery goods, you should carry Raisin Pie and Raisin Bread. They are advertised to millions the year 'round.

CALIFORNIA ASSOCIATED RAISIN CO.

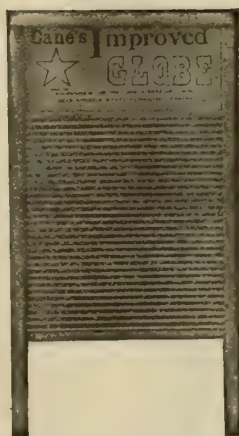
Membership 9000 Growers
FRESNO, CAL.

Sell Cane's Washboards

— the washboards that always give a maximum of good service.

Basswood frames free from slivers and splinters.

Show these boards in a corner of the store.



**WM. CANE & SON CO.
LIMITED
NEWMARKET, ONT.**

THE GROCER handling COPELAND'S



Diamond C Brands

Corn Flour and Corn Meal

has a product he can recommend with every confidence of having a satisfied customer.

Milled from the highest grade American Corn.

G. COPELAND & SONS

MIDLAND and PENETANG, ONT.

HEAD OFFICE. MIDLAND

Canada Food Board Licenses 123, 9-382, 3-874

KING GEORGE'S NAVY

CHEWING TOBACCO

Is Always a Dependable Repeater

First sales of King George's Navy are always the beginning of regular "repeats." The quality of this delicious chew, coupled with the aggressive consumer advertising consistently maintained keeps the dealer's stock moving rapidly.

Ask your wholesaler to ship you.

Rock City Tobacco Co., Ltd.

FINEST CRYSTAL GELATINES

Powdered and Sheet

FINE LEAF GELATINE

BRITISH MANUFACTURE

GELATINE

OURY, MILLAR & CO.

9 Mincing Lane, London, E.C., Eng.

SOLE AGENTS FOR CANADA

F. S. Jarvis & Co.

18 TORONTO ST., - TORONTO



KEYSTONE BRAND

She Will Come Back

Your customers will come back to you with smiles of real satisfaction after they have tried the

KEYSTONE HOUSEHOLD BRUSHES

you sold them.

Keystone Brushes will bring you more trade, they will make satisfied customers and they will yield you a splendid profit.

Write for prices to

STEVENS-HEPNER CO.
LIMITED
Port Elgin, Ont.

Get prices and information about the "Nugget" Broom and the rest of the famous Keystone Brand Brooms and Brushes.

If any advertisement interests you, tear it out now and place with letters to be answered.

AFTER NOVEMBER 1ST.

Egg-O Baking Powder will not be packed in sizes smaller than one pound.

The supply of tin plate in the United States and Canada is running so low that signs point to restrictions being imposed by the United States Government on its use, with similar restrictions in Canada.

Unless drastic action is taken by the users of tin cans it will be necessary at an early date to use substitutes.

In order to do our part to extend the time as long as possible for using tin cans instead of substitutes, we propose to discontinue entirely the use of the smaller sizes, 4-oz., 6-oz., 9-oz. and 12-oz.

Cutting out these sizes will effect a tremendous economy in the use of tin plate.

Doing so will also effect a tremendous economy all along the line from the manufacturers of cans to the consumers of Baking Powder.

Less tin will be used, less handling will be required, less expensive freight and cartage, less labor in the Baking Powder factories, less handling by grocers, and a greater economy will be effected for the consumer. For instance:

The consumer pays 60c for a pound of Egg-O Baking Powder in ¼-pound packages, whereas the cost in pound sizes is only 40c.

Our decision to carry out this policy will be a very material help in maintaining present prices of the larger sizes—1-lb., 2½ lb. and 5-lb.

PRESENT STOCKS OF SMALLER SIZES

We still have on hand a small stock of the smaller-sized cans, but these will all be packed by November 1st.

We would advise our customers to get their fair share of these smaller sizes while they last, because after November 1st no more will be packed.

Egg-O Baking Powder Co., Ltd.
Hamilton, Ontario

*No Grocer can afford to pass this
Advertisement without reading it.*

WETHEY'S

Mince Meats

(both Condensed and Bulk)

always lead



*When buying
insist
on this brand*

If you are about to order your supplies
of Laundry Blue, remember that

5 C.

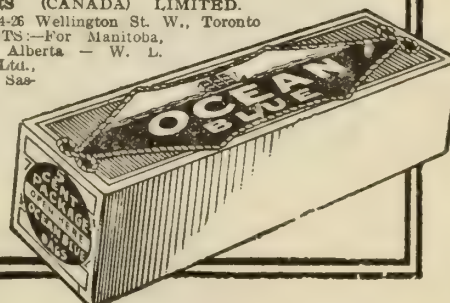
OCEAN BLUE

packets will add to your reputation, as
well as your profits. It is the Blue that
helps most on washing days.

Order from your Wholesaler.

HARGREAVES (CANADA) LIMITED.

The Gray Bldg., 24-26 Wellington St. W., Toronto
WESTERN AGENTS:—For Manitoba,
Saskatchewan and Alberta — W. L.
Mackenzie & Co., Ltd.,
Winnipeg, Regina, Sa-
skatoon, Calgary
and Edmonton.
For British
Columbia and
Yukon—Cresden
& Avery, Rooms
5 and 6, Jones
Block, 407 Has-
tings Street W.,
Vancouver, B.C.





Keen's Oxford BLUE

With its firmly established reputation for first quality, Keen's Oxford Blue is one of the grocer's best selling propositions.

When you sell Keen's Oxford Blue you sell it with the positive assurance of customer satisfaction and repeat orders.

Let the housewife know you handle Keen's.

Magor, Son and Company, Limited

191 St. Paul St. West, MONTREAL 30 Church Street, TORONTO

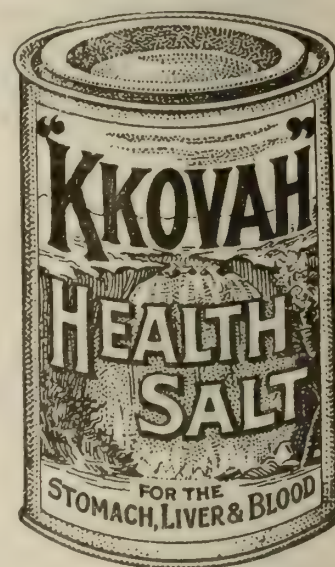
AGENTS FOR THE DOMINION OF CANADA



Well Worth PUSHING

Not only by reason of the profit attaching to the sale, but because they are quality goods which make satisfied customers.

**Keep them to the
FRONT**



**"KKOVAH"
CUSTARD**

They're Worth It

**"KKOVAH"
HEALTH SALT**

Sole Agents for Canada:

MACLURE & LANGLEY, LIMITED

WINNIPEG

::

TORONTO

::

MONTREAL

CANADIAN GROCER

Vol. XXXII.

TORONTO, OCTOBER 4, 1918

No. 40

More Vigorous Inspection of Foods

One of the Results to Follow Taking Over Work of Inland Revenue Department by Trade and Commerce Department—Firm Control Over Imports — Retailer's Plea That He Should Not be Held Responsible For Foods He Buys in Sealed Containers

Special to Canadian Grocer

OTTAWA, October 2. — (Special.) — The Trade and Commerce Department of the Dominion Government now looks after weights and measures and food inspection. The transfer was made from the Inland Revenue Department some time ago.

This transfer is going to mean a big difference in carrying out food laws and regulations.

The revenue portion of the work of the former Inland Revenue Department has been taken over by the Customs Department. However, the grocery trade is more interested in the weights and measures and food inspection and regulations which are now under Trade and Commerce.

Prof. A. McGill, who has been chief analyst for Inland Revenue Department for many years, and who is considered a very efficient official, continues his work with the Trade and Commerce Department.

Better Scope For Reform

The Food Inspection and Weights and Measures branch of the work is being reorganized and put on a more systematic basis. Under the Inland Revenue Department it was neglected to a considerable extent and starved. Now it will have more scope, and better results are to be expected.

Manufacturers now believe that there will be more strict restrictions put upon the importation of adulterated foods and ingredients that are now used in the manufacture of various foods which should not be allowed to come into the country. Reference is especially made to such lines as ground olive stones, spent cloves, etc., etc. The intentions are to follow up with prosecution closely where it is found that the regulations are not being properly lived up to. A more vigorous enforcement of the law will tend to remove from the market adulterated goods and

goods that do not come up to the food standards set for them.

Retailers' Present Protection

There has been an agitation for a long time among the retail trade against the liability of the retailer where goods which he sells in sealed containers are found not to be according to standards. He claims in such a case the manufacturer is the one responsible, and that he, the retailer, should not be prosecuted. The Department points out that his protection in such a case is the Government Warranty. That is, when a retailer buys a line of goods represented to him to be absolutely up to standard he has the privilege of demanding from the seller a warranty to this effect. Once he secures the Government's warranty he is not liable to prosecution in case a Government inspector finds the goods adulterated according to the standards set for them. When this Government warranty is produced it secures him against prosecution.

If the retailer has not this Government warranty, the present law makes him liable as the vendor of the goods.

The same conditions apply to weights and measures. Even if the weight of a sealed package, such as flour, is found to be too low, the retailer, as the ultimate vendor, is held responsible. The retailer is anxious to see all this changed, and wants the manufacturer to be held liable for goods if they are underweight or under standard, providing the seal has not been broken.

This is a point which will no doubt come before the trade in a big way sooner or later. Now that the Trade and Commerce Department are handling this branch of the work, it is expected and hoped that more consideration will be given to the retailer's claim in this connection.



Waste Paper Now at High Figures

Prices Double Up—Sell Now, it Pays—How the Market is Influenced—Get Together With Your Neighbor

THERE is no question of doubt but that waste paper is perhaps as elusive an article as any which the retailers could touch. Looking over a period of a year or two years, it will be found that prices are subject to extreme fluctuations, and to the retailer who watches the market very carefully the difference between a good price and a low price will be his.

Perhaps during the next month or six weeks the market will range at as high a figure as it will reach, or has reached, all the past year. Dealers' buying prices on October 1, f.o.b. Toronto basis, were as follows: Scrap paper in bales, \$15.00 per ton; Newspapers, 20.00 per ton; Mixed books and magazines, \$28.00 per ton; Cardboard, \$15.00 per ton.

Prices Double Up

These are not the highest prices which have ever been paid for waste paper, but to-day's quotations are about double what they were 3 months ago. They also compare very favorably with the same period 2 years ago. Last year was rather an unusual one, and the market did not respond as is usually the case at this time of the year.

How The Market Is Influenced

Conditions which influence the waste paper market, during the winter time particularly, can be summarized briefly as follows: Most of the paper mills operate with water power, and in the winter time they have to contend with ice and snow, which curtails production materially. Those depending on the electric power or coal have also to face conditions where power is scarce and coal hard to get. This being the case, plants operating on munitions, or which can be placed in the essential war industry class, get the preference. That means that a paper mill, in which machinery is the big factor in operation, rather than the number of employees, which operate in normal times 24 hours a day and six days a week, may be restricted to 8 or 10 hours a day during the winter months. If this condition develops it will mean a decidedly big decrease in the tonnage used, and consequently prices paid for waste paper will drop accordingly.

Sell Now—It Pays

Right now is a good time for merchants to sell. Some merchants seem to feel that it is hardly worth while to develop the waste paper business. Perhaps if the truth were known, the majority of these merchants have sold at the wrong time, and for this reason have not secured the maximum price, which prevails in the good season. The spring and the fall are splendid times to sell waste paper. The winter and summer are usually rather flat.

Get Together With Your Neighbor

The retail merchant, whether he is

a grocer, hardware merchant, dry goods merchant, in fact in nearly any line of business, uses and receives a very large quantity of paper which becomes waste. If he can receive $\frac{3}{4}$ c per pound, to-day's price, there is no question of doubt but that this would run up to a very tidy sum with the majority of merchants. Waste paper dealers tell how the larger retailers are taking advantage of the market offered them for waste paper, and it is also on record that retail merchants in the smaller towns club together and make up carload shipments to the different dealers. One waste paper dealer quoted the towns of Sudbury and Port Arthur as examples of those towns which are clubbing together

and making up carload shipments to Toronto. If merchants in towns thus far away find it of advantage to ship to Toronto, it certainly should be of advantage to dealers located within a 200 mile radius of a large distributing centre of waste paper to send along their supplies also.

Dealers are also glad to quote prices which they are paying for paper, and to those merchants who have supplies at the present time, it would certainly seem that the best market for this year is offering to them right now. It is indicated that supplies are coming along quite freely at the present time, and dealers look for a comparatively busy winter.

Waste paper offers an opportunity for a retail merchant to cut down his overhead to some extent, and by carefully watching the market he will be in a position where he can secure the best price for any offerings that he may have.

Brooms Advance Ten Per Cent.

Freight Rates and Twine Factors—Broom Corn Outlook—What the Figures Show—Exchange an Important Factor

AN immediate advance of ten per cent. will become effective on corn brooms. CANADIAN GROCER was informed by manufacturers that they are compelled to make this increase over previous prices because of the advance in broom corn, broom handles, wire and twine. New freight rates have also played a part in determining what new quotations would be.

Freight Rates and Twine Factors

The recent meeting of broom manufacturers was called mainly for the purpose of discussing freight rates, on which there has been a very great increase; also to consider what action might be taken with a view to securing an adequate supply of broom twine. The broom manufacturers of Canada have been largely dependent for years upon one factory for their broom twine supplies, and this factory has of late been unable to make a broom, with the result that every broom manufacturer has been greatly handicapped for want of twine.

Broom Corn Outlook Discussed

The present broom corn situation was also under consideration. The crop of 1917 was unusually short and there was great difficulty last year in obtaining sufficient long corn. This year the corn is quite long and will produce a great amount of waste. There is also a very large proportion of coarse rough corn. The section in Oklahoma, which produces the best grades of fine corn, was badly hit by drought and hot winds, with the result that the crop in that section was very small. There was considerable corn grown in Texas, but the bulk of this corn grew almost twice as long as is necessary to make a broom, with the

result that there is an enormous waste in using it. In Illinois the crop promised to be unusually good quality, but during the harvest season there was a great deal of rain with the result that the bulk of this corn is very red. There is also a great deal of what is known as crooked corn in Illinois as a result of wind storms.

What The Figures Show

While the common grades of corn are not much higher than a year ago the fine grades are about one hundred dollars per ton higher, and great deal of the best quality has been selling for prices ranging between \$450.00 and \$525.00 per ton. Broom handles have recently advanced about 20%, wire 10%, twine 20% and in fact everything that enters into the manufacture of a broom has greatly advanced. As a result of this broom prices have advanced 25 cents per dozen on common grades, 50 cents per dozen on medium grades, and \$1.00 per dozen on the fine grades. This advance is net upon the wholesale prices. Whisks have also advanced about 10 per cent.

Not Enough Broom Corn to Meet Requirements

In speaking of the outlook, one Toronto manufacturer was of the opinion that there was not enough broom corn in sight to last until next year's crop would be available. But he added that the average housewife was getting more use from her broom than before, and it was not discarded until completely used up. "Five years ago," he said, "you could go to the dumps and pick out a good broom, but it is different to-day. Even in New York brooms are selling at retail for \$1.50 each, a higher price than they bring here. On top of their cost we have

(Continued on page 32)

Facts and Figures About B. C.

A few items of interest about a province that 75 years ago was practically an undiscovered wilderness. The tremendous growth of the past half century, and the promise of the future in the still almost virgin resources of the land on the Pacific coast.

BRITISH Columbia first became known to history away back in 1578 when Drake, that intrepid navigator, got as far as the straits that separate Vancouver from the mainland. As far as history goes, having once seen the land Drake, who was a hardened sea-dog, took no particular interest in investigating his discovery. It was noted in England, however, because some number of years later it was used as the basis of a claim to the land now known as the State of Oregon.

In 1592 Juan de Fuca, a Spanish navigator, entered these same straits, and it is his name that they bear to this day.

In 1778 Captain Cook, another adventurous navigator, explored the coast northward for a considerable distance, and in 1792 Captain Vancouver went to arrange the restitution of some lands that had been seized by the Spaniards. While there was some apparent interest in the actual possession of the land, the interest seemed to end about there, for from these dates on till 1835 no one paid much attention to the country except a few scattered fur hunters. On that date, however, the Hudson Bay Company sent their steamer, "Beaver," around Cape Horn and into British Columbia waters, the first steamer ever to visit those shores. They also devoted their energies more largely to this section, and British Columbia owes no slight meed of gratitude to the early administrators of this great "company of adventurers."

Discovery of Gold the First Great Impetus

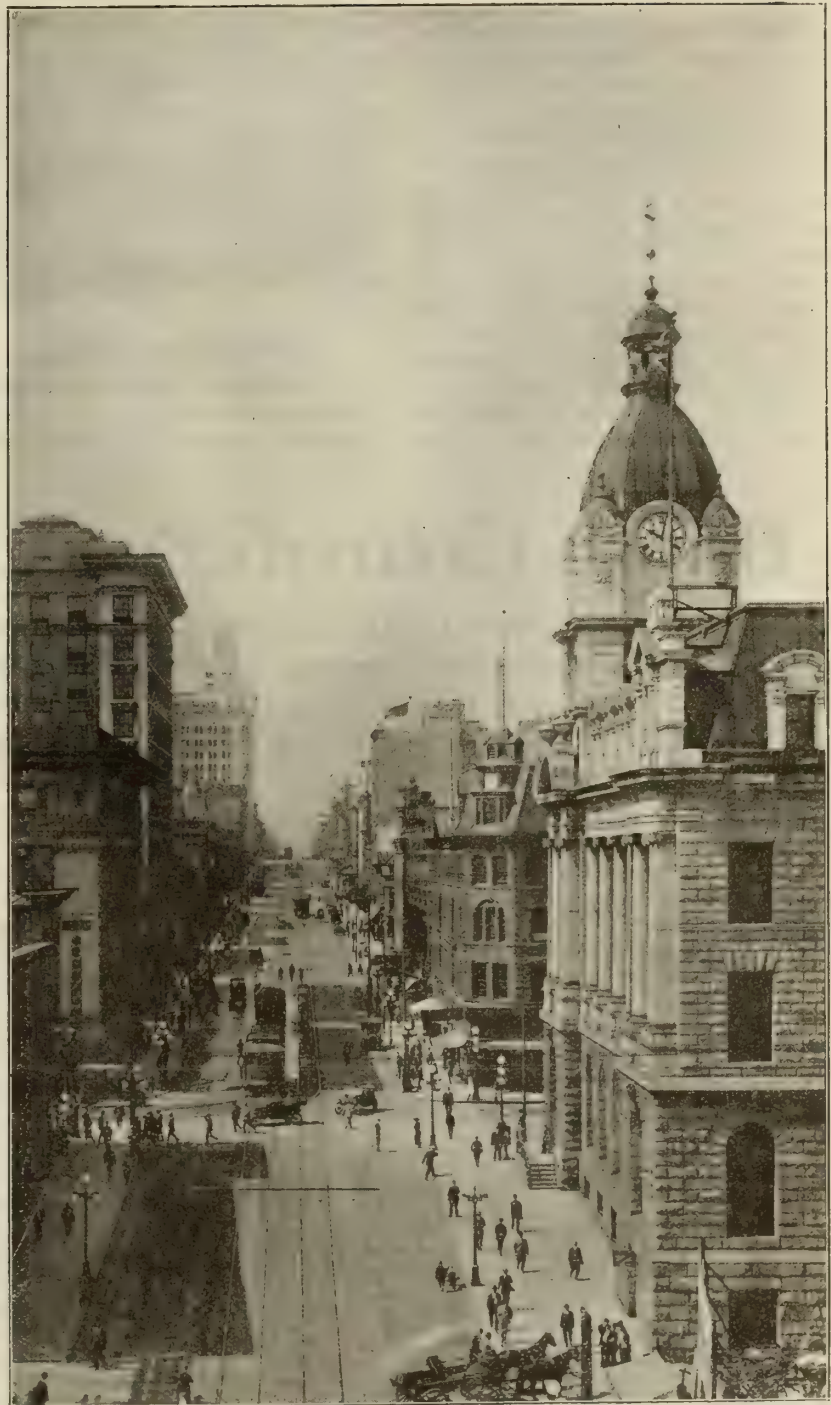
In 1858 came the discovery of gold and the rush of people that always follows the cry of "Gold." This was the first real settling of the province. The actual development hardly began, however, until confederation and the lines of rail united the country from east to west. The growth of the province was slow, in 1900 the total population was only 100,000; thirteen years later it had jumped to 400,000, and since then there have been material increases.

Its largest city is Vancouver with a population of 120,000, and next in size comes the beautiful capital city of Vic-

toria, a city far noted for its lovely surroundings and beautiful homes. Victoria, as well as being the capital of the province, is the market of the great hinterland of Vancouver Island, with its wonderful resources in mines, fisheries, lumbering and agriculture. It has a population variously estimated from 40,000 to 60,000. Among the other larger cities might be mentioned New Westminster with 16,000 inhabitants, Nanaimo, the seat of the naval yards, with 10,000, and Nelson with 6,000.

Enormous Latent Resources

British Columbia is enormously wealthy in its latent wealth. It has the largest area of timber lands in America, and probably in the world. Its Douglas fir is known the world over for its marvelous strength and endurance. Its spruce has become the criterion for all spruce required in the manufacture of aeroplanes. In 1916 the province received for the timbers shipped from within its borders \$33,000,000, and that was before the great war industry had been de-



GRANVILLE STREET, LOOKING NORTH FROM C.P.R. DEPOT

veloped in these lines to enormously increase this amount.

British Columbia, too, has the largest area in coal mines in Western America, an asset of inestimable advantage from an industrial standpoint. It has, too, the finest grade of steam coal in the world. Among its other important mining industries are iron, copper, lead, silver and gold.

Great Resources In Its Fisheries

The fisheries of British Columbia are one of its greatest assets and one of the greatest assets of Canada. The salmon industry is too well known to need any comment. It has been so all-satisfying that until recently no extensive effort was made to take advantage of the other great fishing resources. With the requisition of a large part of the salmon pack for the British Government coincident with the materially increased demands for fish, there has grown up a

great industry in herring and halibut and many other varieties. Not only are these fish shipped even as far as Quebec in a frozen state, but an immense canning industry is developing to provide a still wider distribution. The canning of herring and pilchards has already become a great industry, and the canning of whale is also being undertaken with success.

In its fields the Province has some of the finest lands in the Dominion. It has a fruit section that is second to none. In the section surrounding Victoria on Vancouver Island there are great resources in fruit and in many other sections there are developing fruit farms that bid fair to make the Province pre-eminent in this regard.

A Paradise of Fruit Lands

The Okanagan Valley is, however, the great fruit centre, just as the Niagara district is of Ontario. During October

of last year there were 45 carloads of fruit a day from this section alone. In 1910 the value of the fruit shipped from British Columbia was \$250,000, in 1916 it had reached \$1,700,000. Last year 2,000 carloads of fruit were shipped from the province, and 1,000 cars of vegetables, and this year the prospects are that there will be a far larger shipment and that at present prices the value of these shipments will make the 1916 figures look small.

Another great industry for which British Columbia is particularly favorably placed is that of shipbuilding. There are great shipbuilding plants at Vancouver, Victoria and Nanaimo, and it is expected that the large plant at Prince Rupert will soon again be in operation.

In the past year British Columbia has outstripped all past efforts and is now on the highroad to a great and well deserved prosperity.

British Columbia's Day of Promise

A New Era of Prosperity Has Dawned For the Province — Fishing, Lumbering and Mining Gain a New Impetus, While the Great Fruit-growing Section is a Bonanza—The Prospects and the Problems, Outlined by Many British Columbia Merchants

IN the days immediately following the outbreak of war there was a general feeling of depression that resulted in many sections in serious reversals in business conditions. British Columbia was one of the great sufferers from those causes over which she had no control. Those dark days are now a thing of the past, however, and British Columbia has once more found the prosperity that was hers in the days before the war.

Everyone knows that the coastal cities are prospering, but there are some who were not so sure but that this prosperity was not a matter of two or three cities fed by war industries. CANADIAN GROCER has asked for an expression of opinion on the part of the retail merchants and others. Their replies are given herewith, an unqualified expression of the growing prosperity and rosy future of the great Pacific Province.

In these letters there are noted some of the problems that the people of this province have to face, the need for a larger population to bring the fertile agricultural fields under cultivation, the complicated problems that result from a large influx of foreign labor. But these are problems that will be faced in due season and in the meanwhile British Columbia is entering on her golden age. If there is any doubt on this matter, read these letters from all parts of the province:

A Future Prospect Above The Average
From the coal mining section around

Cumberland comes a report that rings with optimism.

Cumberland, B.C.—So far as this locality is concerned business has been very good for the past year and a half.

Previous to that time we experienced a long period of depression owing to a strike in the industry, lasting for over two years.

There is no difficulty in collecting accounts at present, as practically all men are working every day, and some are making very good money, while others are just normal, but everyone is able to meet their just debts and are most anxious to do so.

The Comox coal is famed the world over for its steaming qualities, and just recently the American Government awarded a large contract to the local mines, which should keep things humming for a considerable time.

We are rather optimistic about the immediate future, especially if labor conditions are as good as they have been.

Notwithstanding the great advance in the prices of goods the people have come to realize that even at the high prices they are much better off than their friends in the Old Land, who are going through more strenuous times.

There is no doubt but that the future of this province will be such as to make us justly proud of it, that is, when it comes into its own, as it surely will some day in the near future, as we have all the commodities that go to make a prosperous province.—**Simon Leiser & Co., Ltd., John Sutherland, Mgr.**

From Mission City in the heart of the strawberry belt the report is also optimistic:

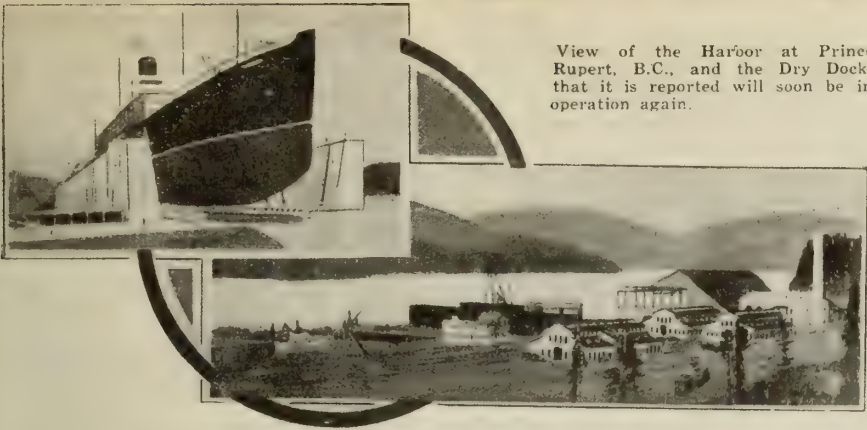
Mission City.—Business in our goods is very good. Our own business has shown an improvement and conditions are generally good. High prices for wheat, increase in the shipbuilding industry with the consequent improvement in wages are among the chief causes for the improved conditions, and these factors have resulted in improved credit conditions that promise to continue good, unless labor demands should prove too much for existing industries.—**The King-Beach Manufacturing Co.**

In many of the letters received the fear of what may come of the changing labor conditions is a fact that is causing grave concern. The following letters call attention to these conditions:

Conditions of Labor a Grave Factor

Sechett.—Business shows a considerable improvement over that of former years. It depends principally on logging, fishing and summer resort business. Increased production, too, has been a marked factor in improving credits and general business conditions.

"It is my candid opinion," writes Mr. Whitaker, "that the Government should set the wages of alien laborers at pre-war figures, which would cause an immediate drop in present high values, as the majority of workers are of foreign birth."—**H. Whitaker.**



View of the Harbor at Prince Rupert, B.C., and the Dry Dock, that it is reported will soon be in operation again.

Prohibition Helps Credits

Cirdar.—I think business is on a sounder basis now than it has been for years.

The amount of goods sold is perhaps not quite so large as formerly as people are living in a plainer manner and are not buying so many luxuries. Of course, sales run high now, but that is owing to the very high price of goods.

My own business is about normal.

Railroad work is the chief industry of this section and wages are high, but outside of the train service there is a serious shortage of labor.

Collections never were better, partly the result of good times in general and the prohibition measure.

The future seems to point to continued prosperity. The markets are good for the product of the mine, forest, fisheries and farm.—T. Rogers.

Hundred Miles From Railway

Quesnel.—“I am situated 100 miles from a railway, all men of military age are away. There is no construction work in mining and the only mining we have is hydraulic which when equipped can operate with a minimum of labor.

“Hay crops splendid, wheat crops damaged by frost, oat crops good. Turnover in this district small compared with the years of railroad building and road construction. Lack of railway connection has a very deterring effect on the sale of agricultural products. The completion of the construction of the Pacific Great Eastern would stimulate production tenfold, increase mining activity and open up valuable areas of timber.

“In parts of the province, with adequate transportation facilities, business never was better.”—John A. Fraser & Co., Limited.

Aeroplane Spruce Industry a Gold Mine For North B. C.

Prince Rupert.—“Business never was better. Lumbering, fishing, mining and agriculture are all represented in this section. High prices, food supply and big demand have naturally resulted in good business and satisfactory credit conditions.

“My opinion is based on the territory in which we do business, that is, the North Pacific Coast. Inland 600 miles along the line of the G. T. P. and the Queen Charlotte group of Islands, or in other words the northern half of the Province of B. C.

“The Queen Charlotte group of islands lying about 80 miles to the westward and contiguous to Prince Rupert is where the great aeroplane spruce activity is, and while the Government will not allow figures to be published during war, still the output is stupendous, and has been a big help to business in the North.”—F. G. Dawson.

Another Prince Rupert merchant corroborates this statement.

“Business was never better in my four years in British Columbia. The business of this year has more than doubled that of last. Fishermen are making big money and also large catches, two aeroplane spruce camps are opening up here and wages are good. There is plenty of money in sight everywhere, and if ship-building starts we will see a real boom.”—J. C. Gavigan.

Still another Prince Rupert merchant adds his testimony to the growing prosperity of the section. “Business con-



Corner of Granville and Hastings Streets, Vancouver, B.C., showing Bank of Ottawa, Imperial Building, Bank of Commerce and Rogers Building.

ditions were never better. There has been a wonderful improvement in the fishing and lumbering business, and credit is good, all accounts are paid promptly."—G. W. Nickerson.

Conditions Never Were as Good.

Rosslund—"Conditions never were as good. There is a big crop of fruit and vegetables in this section, the best I think that we ever had. Mining, ranching and fruit growing are the principle industries of this section. Owing to the high cost of materials and labor the gold mines are not shipping ore. Despite this fact, however, conditions all over the province are good. There is prosperity in every branch of industry."—W. R. Braden.

Qualicum—"Business has been very good this summer with me. We have noticed an improvement of about 25 per cent. in our business. Lumbering, fishing and farming are our chief industries, and of late prices have about doubled in these industries. Prospects look very encouraging indeed."—M. G. McLean.

Trail—"Business generally is sounder and better than it has been in former years."—Trail Grocery Co.

Lytton—"The business conditions of the province are exceptionally good especially in agriculture, and retail business has consequently shown a steady improvement. Fruit and bean growing are the principle industries of this section, and the improved prices due to war prices have placed producers in a good financial position. The Chinese are establishing themselves firmly in the bean growing sections of British Columbia. With the probable reaction in prices following the war, business will become normal, but there will be a greater area under cultivation."—J. H. Anthony.

More Settlers the Great Need.

Lumby—"Business is exceptionally good at the coast, and on the whole the interior sections are also in a good position. Conditions are improving every day, and are on a very sound basis. This section is devoted principally to mixed farming and lumbering. The number of mixed farms has doubled in the past two years.

"British Columbia is suffering for the want of settlers on the land. Thousands of acres of the best of land is undeveloped and as long as this condition prevails we may look for a slow increase in business.

"High prices of farm products may seem

to stimulate business, but after all we must get down to the fact that our Province depends on production and to meet this end we must have the settlers to put undeveloped land under cultivation.

"The coast cities and towns depend principally upon manufacturing and in the past two years this has had a wonderful growth, hence the rush to the towns and cities for big wages, etc.

"We do not mean to say that this manufacturing will cease, instead the writer feels confident that cities such as Vancouver, Victoria, New Westminster, etc., are now on a sound foundation and a steady rapid growth is bound to ensue. A large part of the interior of B. C. is hard to develop, consequently the growth and production will be steady, but not booming. Business will follow up on the same lines."—Shields & Co.

Natural Resources Hardly Scratched.

Nelson—"With her natural resources hardly scratched, we have unbounded faith in the steady development of these resources for years and years to come, viz.:-

"Mining—The whole province is abounding in unlimited wealth.

"Lumbering—Development on a proper basis of export trade for Pacific Coast Mills will result in a steady market for the mountain mills on the prairies.

"Fruit—The development of selling organizations has had a very beneficial effect and with the tremendous market on the Prairie, this branch will continue to yield handsome returns.

"The Province of British Columbia is unique in its position. The Pacific and Prairie provinces are so natural an outlet that its natural resources find markets always next door."—The Nelson Jobbing Co.

Cranbrook—"Business has been fair in the province, I would judge about on the lines of the last three years. Railroad, mining and lumbering are the chief industries of this section, and the conditions in these are fairly good."—A. D. Bridges.

A B. C. Traveller's View

Vernon—"Conditions in the Okanagan Valley to-day are very good. I have been travelling here for four years and have had the pleasure of seeing a very large increase in production of both fruit and vegetables in this valley, and looks like continuation of prosperity."—G. W. Hicks, traveller for the W. H. Malkin Co., Ltd.

From a Wholesale Standpoint.

Vancouver—"Speaking of business conditions generally in British Columbia, we think we are justified in saying that they were never so healthy as they appear to be to-day. In almost all branches of our basic industries, such as fish, lumber, mining and shipbuilding, there has been in the last year great activity. There appears to be plenty of money for the financing of these large and important industries.

"The industries of shipbuilding and the production of spruce for the manufacturing of aeroplanes have been firmly established, and we think these will continue to be profitable investments after the war is over.

"The cost of living in Vancouver to-day is as low, and in many cases lower, than cities of equal size in the East. There is no reason, therefore, why if these conditions obtain after the war, we cannot continue to manufacture just as cheaply in British Columbia as they do in the East. Labor conditions have been somewhat unusual and abnormal, but this condition we understand is common in all parts of the Dominion, in fact in all parts of the world.

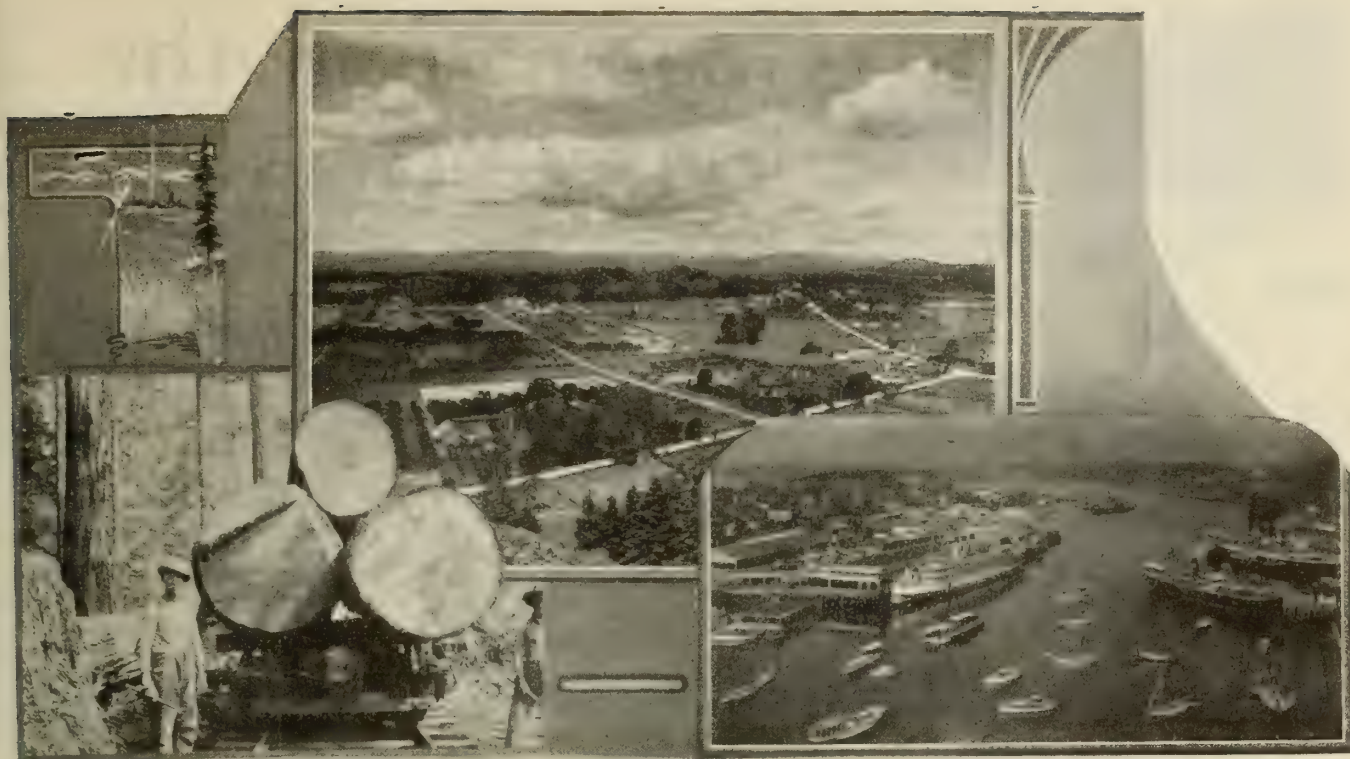
"In agriculture and fruit growing British Columbia is making rapid strides. To-day we are manufacturing all the canned tomatoes we can use in the Province, and to a very large extent British Columbia will supply Alberta and Saskatchewan this year. The canning industry of vegetables and fruits in the Okanagan Valley is making rapid strides, and is now on an assured footing.

"Wholesalers find their accounts paid promptly and business continues to be active. Retail merchants are complaining very little, and generally speaking are prosperous, chiefly owing to the fact that enormous amounts of money are being circulated in the form of wages. This in turn is being rapidly circulated amongst the trade.

"It is just as well for us to remember, however, that this apparent prosperity is based on extraordinary and abnormal war expenditures by the Allies, and it cannot be expected that this apparently healthy condition will continue to exist when peace is in sight. The wise merchant to-day will desist from expanding more than he is compelled to, and will so conduct his affairs that the storm, which we shall all encounter when the war is over, will be weathered without undue stress and possible ruin."—The W. H. Malkin Co., Limited.



Fish wheel for trapping salmon, and view of riverside cannery, Fraser River, B.C.



Scenes in and around Victoria, B.C. In the centre at the top is shown a stretch of fertile soil which can be depended on to yield bountifully. To the left some samples of the trees they grow; it is no wonder the lumbering industry is so prominent in this section. At the right is shown the harbor, where ships big and little come and go continually.

Nelson.—The immediate outlook is very auspicious. There is great activity in the silver and lead mines, and consequently there is a substantial improvement in business in this section—credits too are very good.—A. MacDonald & Co.

PILCHARDS TAKE SALMON'S PLACE.

VANCOUVER, B.C.—(Special) — In view of the fact that the British Government has bought practically the entire stock of British Columbia sockeye canned salmon this year, a number of canners at the Coast this year are going in for pilchards to take the place of the salmon which has been sold so extensively all over Canada. It is pointed out that pilchards make a splendid substitute for salmon and this fish is being sold readily.

5,000 JAP BABIES.

PORT HENRY.—Fruit, poultry and mixed farming are the leading industries of this section. The following prices in fruit have somewhat discounted the poultry farming, but business and credit conditions are good. Here again however, is sounded a poser note, dealing with alien labor problem:

"The worst problem before the merchant is the steady increase in the Jap colonies. This will be a serious problem in the near future. 5,000 Jap babies were born in B. C. last year. We have a large colony here and they are not a people that we can assimilate. They buy only from their own houses in the city.

These houses send canvassers out regularly. In this way the merchant sees a steady decline in business ahead of him as more and more come in and buy out the whites. This is a Canadian problem as, if some action to exclude is not taken soon, B. C. will be a yellow province in 25 years. It is almost a weekly occurrence in this district to hear of some sale of land being made to a Jap."—E. T. Matchett & Co.

B. C. NOTES

Direct Supply Association, Ltd., Victoria, B. C., have been incorporated with a capital of \$50,000. They are importers and exporters, and A. T. Frampton is the president.

The trade will heartily join CANADIAN GROCER in wishing A. J. Moys much happiness. He was married on Sept. 25. Mr. Moys is sales manager for Anderson & Miskin, Vancouver.

Max Shapera, the Calgary representative of Stettler Cigar Co., has returned from the east. E. S. Vandervoot of the same firm has been covering Vancouver Island.

J. L. Powell, office manager for D. H. Bain Co., Vancouver, is the happy possessor of a wife. At the time of going to press they are on their honeymoon. The trade all wish "Leck" a happy future.

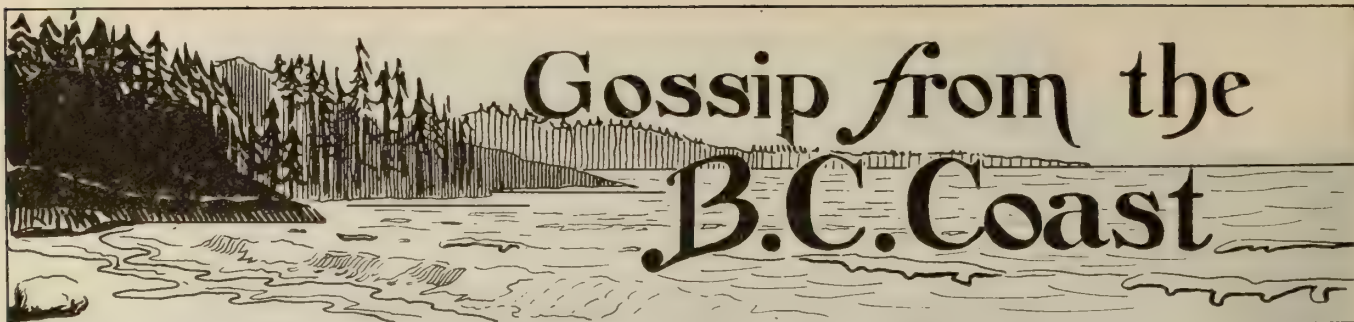
R. P. King, president of the King-Beach Manufacturing Co., Ltd., Mission City, B.C., makers of K-B jams and marmalade, was in Vancouver last week to meet the Mason & Hickey salesmen, who were there in convention.

The Gosse-Millerd Packing Co., Ltd.,

Vancouver, B.C., are directing their energies on canned herring and canned pilchards this year, as well as on salmon. Last year they packed over 40,000 cases of herring, and intend to pack more this year, featuring herring in tomato sauce and kippered herring. Speaking to CANADIAN GROCER, Mr. Millerd stated that they were spending considerable money experimenting with pilchards. As to what was going to happen after the war he stated that it was merely a question of whether they would be able to compete with the Old Country on herrings. There they had the tin plate right at hand, as well as cheap labor.

W. A. Jamieson, manager of the coffee and spice house of that name in Victoria, has been reading CANADIAN GROCER for over thirty years. He remembers it well when the cover was green, when it was a weekly visitor in his father's store at Whitby. It will interest the trade to know that Mr. Jamieson, senr. is still on the road, and although long past seventy, enjoys wonderful health. In his Whitby days he was a chum of George Ham, of the C. P. R. They both used to get up at five in the morning to play lacrosse.

W. R. Lord, of the Nootka Packing Co., Nootka, B. C., salmon and pilchard packers in British Columbia, paid Victoria, B.C., a visit recently, staying at the Empress. He has been in the salmon business for 36 years. Speaking to CANADIAN GROCER he stated that a good run of Chums was expected—it seldom failed them. They were going into the pilchard business heavy this year, he stated.



Gossip from the B.C. Coast

Mr. Kodama of S. Tamura, importers, Vancouver, is on a business trip in Eastern Canada.

The Victoria Preserving & Canning Company, Victoria, are putting out a line of Bombay chutney.

G. W. Griffith, of G. W. Griffith and Co., Winnipeg, was in Vancouver recently.

Irwin and Billings Packing Co., Vancouver, manufacturers of jam, pickles, etc., are disposing of their business.

L. P. Mason, of Mason and Hickey, called at their branch house in Vancouver last week on his way to California.

The manufacturers of Squirrel peanut butter, Vancouver, are installing another grinder and roaster in their new factory.

D. Wilmeth of the VanLoo staff in the Stettler Cigar Factory, Vancouver, is on his way to fight with the Allies in Siberia.

W. R. Mackenzie, manager for the Cudahy Packing Co., was a visitor at Martin and Robertson's, their agents in B.C., last week.

W. R. Harper, of the Harper-Presnail Cigar Co., Hamilton, landed in Vancouver last week after visiting all Mason and Hickey branches en route.

James Macauley has been spending a holiday up the Kootenay River. He is a member of Knowler and Macauley, wholesale confectioners, Vancouver.

A. Badenoch, manager for Leeson, Dickie, Gross and Co., Ltd., wholesale grocers, has been on a visit to Vancouver Island. He had been suffering from neuritis.

C. R. Heberling is getting acquainted with B. C. He will find Proctor and Gamble products all along the line, these having preceded him. He is Canadian manager for Proctor and Gamble.

Jimmie McCluny has moved from Winnipeg to Vancouver, and is now with the McIntosh Warehouse Co. He is the genial Irishman who was at one time shipper for Mason and Hickey at Winnipeg.

Fred D. Carder, president of Stettler Cigar Co., Vancouver, has returned from a shooting trip. He went in search of blue grouse, and while he got a nice bag, he found them more elusive than Alberta ducks.

H. Moss & Son, Victoria, are looking forward to the day when sugar will be normal again. They are importers of refined sugar, bringing it from Scotland prior to the war. Since the war they have brought it from Japan and China, but are unable to get any to-day.

C. T. Nelson, broker, Victoria, has been appointed agent on Vancouver Island for Rosenberg Bros. & Co., San Francisco. He is also agent for Y. Tanaka & Co., Japanese exporters, Canada Witch Co., Crescent Manufacturing Co., Seattle, and for the Kkovah products of Sutcliffe & Bingham.

P. Wollaston, manager for Wilson Bros., wholesale grocers, Victoria, celebrates his 29th year with that house. He has seen many changes in B. C. since he arrived from Butte, Montana, and is expecting many more now that shipbuilding has become one of the leading industries in the B. C. Capital.

P. W. Jefferies, Sec.-Treas. of Stettler Cigar Co., Vancouver, caught some nice salmon recently while on a pleasure trip. He hopes he may not have the same trouble with it that Vancouver cannerymen are having. He still has the salmon and is wondering whether it will feed the Allies or the Winnipeg jobbers.

To the retail trade of Vancouver and environs we introduce Gilbert Buckridge, a new detail man for Mason and Hickey. He was formerly a familiar figure in the Winnipeg office, but was recently transferred. Part of his time is spent on the books inside, but he is branching out into the brokerage game.

The Vancouver Pickle Co., Vancouver, have recently moved into their new factory on Granville Island. They are a new firm, having started up since the war. J. S. Reekie is the president and general manager, and W. Kleine has charge of the plant. They erected a factory suited to the business, with modern equipment and concrete floors. They have just completed a nice order for pickles for the Canadian navy.

In view of the agitation started in Victoria recently to have the name of Vancouver Island changed in order to avoid confusion, it is interesting to note that when the island was named R. P. Rithet, head of R. P. Rithet & Co., Ltd., Victoria, was among those who objected to the name. He predicted trouble in years to come. Mr. Rithet is still living, and although well up in years, is able to enjoy his automobile trips about the city.

J. R. Jackson, manager of the Hudson's Bay Co. grocery department at Vancouver, B.C., has been visiting his people in Toronto. A month ago they celebrated their sixtieth wedding anniversary, but their son was unable to be present. As they are in their eighties he thought it

best to make the trip at the first opportunity. He is combining business with pleasure and will make calls at many important centres, such as Chicago, New York, Washington, Montreal, etc.

O'Loane, Kiely and Co. have opened a branch in Seattle, Wash., and are contemplating opening another in San Francisco. The office at Seattle is devoted particularly to their Oriental business. Many boats from the East go into Seattle which do not call at Vancouver, which is the reason for opening an office there. On account of the important development to business from the Orient since the war they have appointed agents in practically every distributing point in Eastern Canada, as well as representatives in the States.

Some of the cannerymen in British Columbia were sorry to see W. P. Powell get married and go for a week's honeymoon. He represents the British Ministry of Shipping, something like the British Food Control, who look after purchases for all the Allies. At the time Mr. Powell left some of the cannerymen stated they were not sure where they stood—whether they were going to sell all their pack to the British Government or whether there would be anything left for the Canadian trade.

Robt. Gillespie, the broker, who moved to Vancouver from Winnipeg a year ago, is enamoured of his new home. His chief pastime is fishing in Capilano Creek. The other day when he landed there, something had gone wrong with the fish, for he pulled them in as fast as five at a time. Everything less than eight feet has to be thrown back, but Bob kept them all. But alas and alack, the tide comes in like a race horse at Capilano Creek. Behold his valise containing Saturday's lunch bound for Seattle. "If I'd stayed," said he, "I could have filled a cart."

Just by way of showing that they intend to go all the way, Kelly & Van of Vancouver have recently been incorporated a limited company. Although Mr. Van is an Englishman, their chief seat of operations is in the United States, having branches in Seattle, Tacoma, Portland, Spokane, and Boise. Their big lines are Wesson Oil, Karo syrup, and Baker's cocoa and chocolate, all of which are not too plentiful just now. Under the conditions they would be inclined to step out, but as Mr. Kelly says, "Canada has been good to us," and they have taken a firmer hold by incorporating.

Andy Brown, formerly with Cameron & Heap at Swift Current, has moved to Vancouver.

A. T. Cleghorn is acting-manager of the tea and coffee dept. for W. H. Walkin Co., Ltd., during Mr. Lightfoot's absence at the front.

Alec J. Chalmers, manager of the Vancouver branch for the D. H. Bain Co., spent a few days' holidays recently at Harrison Hot Springs.

Arthur Irish, who was city salesman for Tees and Persse, Ltd., Winnipeg, has removed with his family to Vancouver. The best wishes of the Winnipeg trade go with him.

T. Fujita, president of Fujita and Co., Ltd., Vancouver, called on all the branch offices of W. H. Escott and Co., Ltd., in Western Canada when passing through the Prairie provinces recently.

Little Bros., Limited, wholesale grocers, Vancouver, have recently appointed L. Dorais and George Beach as travelers to call on the retail trade in Vancouver.

Mr. Kirkland, of Kirkland & Rose, brokers, Vancouver, is in Japan in connection with their Oriental business.

Watson Bros. are completing a large plant to replace the one recently destroyed by fire in Vancouver.

Mr. Jarvis, Jr., of C. E. Jarvis & Co., one of the oldest brokers in British Columbia, is making plans for a trip to the Orient.

W. A. Ward and Co., who control a number of brands of salmon, and who are importers and exporters, have moved

their offices from the Dominion Bldg., Vancouver, to larger premises at 402-406 Standard Building.

There's quite a difference between making peanut butter and running a hacksaw. The representative of CANADIAN GROCER found R. A. Merriethew, president of Canada Nut Co., dressed in overalls, superintending the erection of machinery in their new plant. Some years ago he made his living that way.

C. DeGaris, currant exporter of Melbourne, Australia, has been in Vancouver en route to Australia after spending two years in the British Isles. He is doing a most unique and at the same time a gracious act, in keeping practically in weekly touch with several hundred Australian soldiers now in France.

The managers of the A. Macdonald & Co. houses in British Columbia have been attending a general conference at head office, Winnipeg. It was expected that a successor to the late W. G. Barclay, former manager of the Vancouver house, would be appointed at this convention.

J. T. Little, president of Little Bros., Ltd., is a great booster for B. C. He has spent most of his days across the Rockies. Every time he goes East there is an indescribable something that draws him back. He loves those mountains. Incidentally he is one of the big men in connection with the Vancouver Exhibition, the success of which is not a little due to his enthusiasm and hard work.

Alec Chalmers made a daring trip during the Labor Day holiday. He is the owner of a Chevrolet car, which his heavy work on the Coast has made necessary. In company with Mrs. Chalmers, Alec Jr., and two young ladies, he started out along the rocky road to Seattle, arriving there in the wee sma' hours. It wasn't good for the Chevrolet, but it made the trip and was back on the streets of Vancouver again the following Tuesday.

The Canada Nut Co. have moved into a new factory several times the size of that in which they have been manufacturing Squirrel peanut butter. The new building was formerly owned by the Mooney Biscuit Co., and provides considerable space for storage. Among their new equipment is a grader, which will enable them to sort peanuts into four sizes. A large size is required for salted peanuts, and smaller ones for making peanut brittle.

The Robert Gillespie Co., Vancouver, have appointed H. G. Miller, Seattle, their agent in Washington, Oregon, and Montana. Mr. Gillespie has just returned from the United States. While there he also appointed agents in New York and Chicago to represent him on certain British lines for which he has secured the agency for the American continent. Another line recently taken on is edible oils, for which he has agents in London, Liverpool and Glasgow. His firm has been appointed agent for the American Table Sauce Co., Inc.; also for Monkhouse and Glasscock, of London,



The east and central business and financial section, Vancouver, B.C.

CANADIAN GROCER

MEMBER OF THE ASSOCIATED BUSINESS PAPERS

ESTABLISHED 1886

The Only Weekly Grocer Paper Published in Canada

JOHN BAYNE MACLEAN - - - - President
H. T. HUNTER - - - - Vice-president
H. V. TYRRELL - - - - General Manager

THE MACLEAN PUBLISHING COMPANY, Limited

Publishers of Canadian Grocer, Hardware and Metal, The Financial Post, MacLean's Magazine, Farmers' Magazine, Dry Goods Review, Men's Wear Review, Printer and Publisher, Bookseller and Stationer, Canadian Machinery and Manufacturing News, The Power House, The Sanitary Engineer, Canadian Foundryman, Marine Engineering of Canada.

OFFICES

CANADA—Montreal, Southam Bldg., 128 Bleury Street; Telephone Main 1004. Toronto—143-153 University Ave.; Telephone Main 7324. Winnipeg—1207 Union Trust Bldg.; Telephone 3449.

UNITED STATES—New York—R. R. Huestis, Room 620, 111 Broadway, New York; Telephone 8971 Rector. Chicago—A. H. Byrne, Room 900, Lytton Bldg., 14 E. Jackson St., Telephone Harrison 1147. Boston—C. L. Morton, Room 733, Old South Bldg.; Telephone Main 1024.

GREAT BRITAIN—London—The MacLean Company of Great Britain, Limited, 88 Fleet Street, E.C. E. J. Dodd, Director, Telephone Central 12960. Cable Address, Atabek, London, England.

SUBSCRIPTION—Canada, \$3.00 a year; Great Britain, South Africa and West Indies, 12s. 6d. a year; United States, \$3.50 a year; other countries, \$4.00 a year. Single copies, 10c., invariably in advance.

PUBLISHED EVERY FRIDAY

Circulation of Canadian Grocer has been audited by the Audit Bureau of Circulations. Copy of report will be sent to anyone interested.

Vol. XXXII. TORONTO, OCTOBER 4, 1918 No 40

LIVE UP TO THE REGULATION

A MERCHANT of Clair, N.B., has had his license cancelled by the Canada Food Board because he was illegally shipping flour and sugar across the border, and it is stated that other similar action are under advisement. There seems to be a considerable number of merchants who are either very ill-posted on the many new regulations in force, or who are willfully taking a chance at making a little profit by disregarding the Food Board's order.

It's a foolish practice, quite aside from the moral aspect of the case. It is taking a large chance of loss for a very modest profit. That is bad business. Moreover, people are naturally decent and patriotic and even when they may be willing to take advantage of the merchant's unscrupulousness, they will at the same time despise him for his pains.

Honesty is the best policy, and that applies as much to a Food Board order as it does to a common theft.

SAVE TO WIN!

A T a time when so much is heard of the conservation of food and other products considered essential to the carrying on of the war, it is not surprising that a Dominion-wide campaign for thrift, or the eliminating of waste in the spending of money, is being conducted. Money is so necessary, both for the prosecution of the war and for the work of reconstruction which must follow, that strong efforts should be made to prevent extravagance. The promotion of thrift should mean much to the average man; for, if nothing else, it assures the prompt payment of bills. The spendthrift has no place in the order of things now being ushered in.

RED WASTE

IN the province of Ontario during the past twelve months, the losses occasioned by fires showed an increase of 50 per cent. over the record of the previous year. This is surely a fact that gives no ground for pride. Of course, the increased fire risk in industrial plants is in a large measure for this increase. But even so it is a waste that is largely preventable.

In the first eight months of the year the fire loss for Ontario totalled \$9,285,517 against \$6,449,435 for a similar period last year.

In the old land, this fire risk which we look upon apathetically on this continent is not considered lightly, and adequate measures of protection are taken. The result is that the fire loss of European countries seems infinitesimal compared with that of Canada and the United States. It is time we considered the matter, and every merchant can help by taking care of his store, and seeing that common caution is used in safeguarding box and paper waste, oil leakage and the generally untidy condition of the store cellar which is one of the most frequent causes of fire.

FIRE PREVENTION DAY

OCTOBER 9 will be observed throughout the Dominion as Fire Prevention Day and it is hoped that a great deal of good will result in the way of stopping Canada's enormous fire losses by drawing attention to the waste that is largely due to carelessness. Many retailers are strongly of the opinion that the authorities at Ottawa could help along the work that is being done by framing legislation that would assist in the protection of property by compelling the heedless and the careless to observe reasonable precautions. The province of Saskatchewan has led the way with an act which is designed to work out along this line. Imitation is the sincerest flattery and the province of Alberta has shown its appreciation by adopting the legislation of Saskatchewan. It will become law shortly. Merchants believe that it is time Ottawa took some action. Canada's fire losses have become so serious that it is necessary that something be done. Conservation is one of the greatest needs of the time and one of the greatest foes of conservation is the fire demon. The European countries long ago recognized this and took steps to minimize the losses due to fire. Much good work has been done across the line, also, and now Canada is going ahead regardless of whether the authorities at Ottawa see fit to lead the way or not.

EDITORIAL BRIEFS

SOMETIMES a man's enemies with bad designs do him less harm than his friends with good intentions.

* * *

A MAN who is unable to hear money talk is always watching to see whether it will make signs.

Current Events in Photograph

GENERAL HAIG PRAISES CANADIANS

Some of the highest commendations the soldiers from the Dominion have won have been those of the British commander-in-chief. He is shown here personally addressing a cheery word to a party of Canadians who have just come out of the trenches and are on their way back for a rest. In spite of the desperate fighting they have been through the Canadian boys show little sign of being worn out and are plainly eager to catch every word Sir Douglas Haig has to say.



Ideas That Aided Coffee Sales

Using a Timely Incident to Focus Attention on Coffee—Giving a Satisfactory Reason For Low Price

IT isn't every grocer that can invent a name for his own particular brand of coffee and hold his audience spellbound with the story of how he came to choose it. David Spencer, Ltd., Vancouver, have a large department for tea and coffee, which is in charge of one of the best tea and coffee experts in the city. The coffee is ground within sight of everybody. One particular bin carries a large card with the words: "British Prize Coffee."

An Interesting Story

The story told is that this formed part of a shipment of 55,000 pounds found on board a German steamer, which was seized on the high seas by a British war vessel. It was purchased at the auction sale held by the Exchequer Court by David Spencer, Ltd., at considerably below the market value. Thus they are able not only to make capital out of this interesting story, but also out of the fact that it is very cheap coffee at the price. The people of Vancouver do not seem to neglect it because it was originally German.

Keeping Coffee on Display

The Hudson's Bay Co., Vancouver, display their coffee beans in large green colored bins. The lids face the customer, and when these are open it just seems as though the bin were full of coffee beans. Children, however, are meddlesome when it comes to beans, and when nobody was looking, they invariably mixed them all up together. This was annoying, for it also spoiled the illusion

BRITISH PRIZE COFFEE

A HIGH GRADE MOUNTAIN GROWN BERRY
SPECIALLY BLENDED
FOR THE USE OF COFFEE
CONNOISSEURS

This coffee is part of a shipment of 55,000 pounds found on board the steamer "Oregon" at the time of seizure on the high seas, by one of His Majesty's war vessels. It was purchased at the auction sale held by the Exchequer Court of Canada, by David Spencer, Ltd., at a price considerably below the market value, enabling us to offer

50c VALUE FOR

39 cts.

PER POUND

The way David Spencer, Ltd., Vancouver, made use of an interesting incident to increase coffee sales.

of a full bin, revealing the false bottom less than an inch below. To overcome this, they now use a piece of thick plate glass exactly the shape of the bin, which keeps the children out and allows them to insert a card beneath saying what brand the coffee is. The clerk, of course, secures his supply from behind, beneath the false bottom.

U. S. POTATO CROP ESTIMATE SHOW LARGE INCREASE.

Revised official potato crop indicates decrease of 51,629,000 bushels compared with last year's crop, an increase of 103,944,000 bushels over the crop of 1916 and an increase of 27,997,000 bushels above the five-year average 1911-1915. Active shipping season for potatoes from Michigan, Nebraska, Idaho opens about the middle of this month.

ENORMOUS DEMAND FOR LEMON DROPS IN U. S. ARMY.

Lemon drops are so popular in the U. S. Army that about 200,000 pounds of lemon drops are used each month, constituting about 15 per cent. of the amount of candy furnished to the army.

At the beginning of the war it was found that most of the lemon drops being manufactured for the commercial market were not adaptable for the Army, being made of glucose and imitation fruit flavors, although there were some lemon drops of high quality on the market. The lemon drops now being supplied are made of pure granulated sugar and flavored with an emulsion made from the rind of the lemon. It is found that the product made from the formula has the thirst quenching quality of lemonade.

CURRENT NEWS OF THE WEEK

Canadian Grocer Will Appreciate Items of News from Readers for This Page

Maritime

O. C. Bissell, sales manager of the Atlantic Sugar Refineries, Montreal, was in St. John this week.

O. B. Akerly, commission merchant, St. John, has been advised that his son, Sergeant A. G. Akerly, was killed in action on August 8.

Charles Isiah, who before enlisting conducted a general store in partnership with his brother in Doaktown, N.B., was killed in action on September 2.

Heavy rains have delayed potato digging operations throughout New Brunswick, and the wet weather is causing considerable rot among the potatoes.

The apple crop of New Brunswick has not come up to expectations this year, the prospects being for a considerable shortage, and this condition is stimulating prices. The Duchess apples have been harvested and were practically all absorbed by the local markets at record prices of from \$2 to \$3.75 per barrel.

The St. John Board of Trade is taking active steps to arrange a solution of the problem which has arisen from the dismissal of thirty city policemen for disobedience to orders, as a result of an appeal made to the president, A. H. Wetmore, of Pudding, Wetmore, Morrison, Ltd.

Peter McIntyre, a veteran retail grocer of St. John, is receiving congratulations on the successful launching of a three-masted schooner built for him under his personal supervision. In his younger days, Mr. McIntyre had built many vessels, and when the new call came for craft of that class he re-opened his old yards at Clifton, and laid the keel for a smart schooner. His last schooner, completed twenty-seven years ago, was the last vessel to be launched on the Kennebecasis river.

The needs of the trade between New Brunswick and Nova Scotia, which have been suffering since the removal from service of the last steamer on the bay route, are to be cared for by a steamer to operate between St. John and Minas Basin ports which is to be built by a company composed of A. L. Fowler, president of the St. John Milling Company, and others.

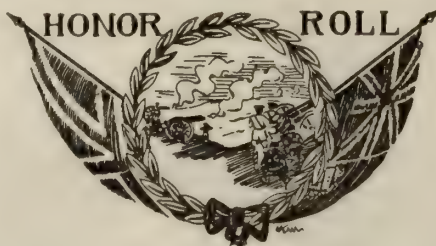
Quebec

Eugene Gratton, St. Etienne, is selling his assets.

Moise Gauthier, Precieux Sang, is selling his assets.

Rosianne Lallemant, butcher, St. Lambert, has registered under the name Edward Lallemant & Co.

S. W. Ewing of S. H. Ewing and Sons, coffee and spice importers, has been in



Pte. Herbert P. McKenna, 329 Greenwood ave., Toronto, who went overseas in the 170th Batt., and went through all the subsequent big battles unscathed, has now been admitted to No. 33 Casualty Clearing Station, Sept. 11, with his first wound. Before going overseas he was employed by the Harris Abattoir Co.

Pte. A. J. Gillespie, 8255 Lansdowne ave., Toronto, is reported killed in action. Pte. Gillespie was wounded in the chest in June, 1916. He left here with the 35th Battalion, and was in the trenches since the fall of 1915. Before going overseas he was a traveller for the Weston Biscuit Company.

Corp. J. W. Banks was killed in action on Sept. 2, according to word received by his wife, who resides at 3220 Dundas street, Toronto. Corp. Banks went overseas on Sept. 30, 1915, with a draft of the 75th Battalion and transferred to Toronto's 3rd Battalion when he reached France. He was twice previously wounded. Prior to enlisting he was employed with Gunn's Limited.

Signaller Hector Davey was killed in action on Sept. 1, according to a telegram received by his parents, Mr. and Mrs. G. W. Davey, at 211 Dovercourt road, Toronto. Sig. Davey enlisted with Col. Haggarty's battalion, but was transferred to the Buffs. Since the time of his enlistment he had always studied signalling. On arrival in France he was transferred to another unit as a signaller. He was 24 years of age, and prior to joining the colors he was in the grocery business with his father.

For the third time Pte. Gordon N. Swigger is reported a casualty. He was first wounded in June, 1916, and in January, 1918, was reported ill in an English hospital with pneumonia. He enlisted in August, 1915, at the age of 16, and went overseas the following October. He formerly worked for J. J. McLaughlin, Limited, Toronto.

New York, Washington and other United States points for the past ten days.

The Canada Preserving Co., Limited, Hamilton, have placed their line in the hands of John E. Turton, wholesale grocer broker, Montreal, for that district and also for the City of Quebec.

Ontario

Wm. Dunn, Toronto, has sold to John Reid.

T. F. Gibbs, Toronto, has sold to H. S. Andrews.

The Miller Supply Co., Toronto, have sold to A. Rehm.

John A. Dell, butcher, Toronto, has sold to Putnam & Co.

Mrs. W. Bidsall, Hamilton, has sold to Mrs. C. E. Loftus.

Jas. A. Trott, Toronto, has sold his branch store to Mrs. E. Milligan.

Fred. J. Beckles, grocery and meats, Toronto, has sold to Charles Poole.

J. Lyle, grocery and hardware, Hamilton, has sold out to Robert G. McFerran.

Richard McKennitt, Markdale, Ont., grocer and flour and feed, is discontinuing business.

W. J. Baker, sales and advertising manager, Chisholm Milling Co., Toronto, is severing his connection with this firm to engage in the brokerage business. Mr. Baker will handle substitutes for flour,



N. W. LIGHTFOOT

Manager of the tea and coffee department for W. H. Malkin Co., Ltd., Vancouver, who is leaving for the front with the 6th Field Battery. He is the 44th Malkin man to leave for the front. He has been with the firm for fifteen years, having grown up with them. He was formerly salesman in the Fraser Valley district, later becoming assistant in the tea department, and afterwards manager. He learned his trade in one of the large London tea houses. Employees of W. H. Malkin Co., Ltd., Vancouver, recently killed in action are: J. Davidson, salesman in Alberta; Dick Bishop, H. Fello, and Clarence Dodd.

cereals and a complete range of butchers' supplies and grocers' specialties.

WESTERN

Geller and Reeberg, grocer and meats, St. Boniface, Man., has sold out.

Annie Stanbler, Winnipeg, has sold to O. Stoffman.

The Tugeland Creamery Co., Ltd., Brandon, Man., has been registered.

Johnson Bros., general storekeepers, Gardenton, Man., have registered a partnership.

G. D. Chidley, of Indian Head, Sask., has purchased the store and stock previously run by S. E. Gust, Radcliffe, Sask., and will conduct a grocery business at the old stand.

J. L. Beckwith, general manager for Clayoquot Sound Canning Co., Victoria, B. C., is taking a prominent part in maintaining the prestige of Victoria as one of the largest ports on the Pacific Coast. His firm is putting the Albatross brand of pilchards on the market.

CHARLOTTETOWN RETAIL MERCHANTS HOLD ANNUAL MEETING

The annual meeting of the Retail Merchants' Association of Charlottetown, P. E. I., was held Sept 16th, in the Cosy Corner Tea Rooms and a banquet was given.

The annual report of the president, Mr. S. A. McDonald was read and showed the Association had been very active during the past year, and had accomplished a great many things for the benefit of the retail trade as well as Charlottetown. Mr. C. H. Black, secretary, gave a report showing that they had a good membership in the association, and the financial condition was in a healthy state.

The principal event of the evening was addresses given by J. Cuthbertson Boyle, secretary Nova Scotia Provincial Board, and E. M. Trowern, Dominion secretary, Ottawa.

Mr. Doyle gave an interesting address and outlined the work of the association and what had been accomplished, and made a strong appeal for every retail merchant to become a member of the association that still better results may be accomplished.

Mr. E. M. Trowern, Dominion secretary, of Ottawa, followed with a decidedly interesting and enlightening address which he entitled: "When and how we organized, and some of the things we have done and are doing." He dwelt upon the importance of organization, pointing out that there are ten times more men engaged in the distribution of merchandise than in the production. There are about 200,000 retail stores in Canada with a million employees, and \$520,000,000 is paid out annually in wages to those engaged in the retail trade. The retail merchants are the largest tax payers, he said, and contribute more to the various movements than any other class. The best compliment ever paid to any nation was by Napoleon, when he termed Britain "a little nation of shopkeepers." Upon this nation of shopkeepers has been founded the greatest force for right in the world to-day. The



PTE. K. HARADA

enlisted and went through several engagements in Flanders, eventually being wounded and invalided home. He is employed by the Gosse, Millard Packing Co., Vancouver, B.C.

speaker dwelt upon many phases of the organization work.

Other speakers were Messrs. James Patron, M. P. P.; S. A. McDonald, G. E. Hughes, M. P. P.; A. A. Alley; C. H. Black and Thos. White, of Charlottetown.

The local officers of the Association in Charlottetown and representing the board for Prince Edward Island and also the Dominion Board, are as follows: president, S. A. McDonald; vice-pres., C. H. Chandler; second vice-pres., A. A. Alley; secretary, C. H. Black; treasurer, J. P. Gordon.

ALEX. FRASER DEAD

Head of Fraser, Viger & Co., Ltd., Passes Away After a Successful Business Career

Montreal, Oct. 2. (Special).—After an illness of about 10 days' duration, Alex. D. Fraser, head of Fraser, Viger & Co., Ltd., retail grocers, passed away on Tuesday. His death will be mourned by not only his immediate associates in Montreal but by many in the trade all over Canada, as Fraser, Viger & Co. was widely known to manufacturers and salesmen all over the country.

Alexander D. Fraser was born May 7, 1852, at the village of Mountmillick, in the County of Kildare, Ireland. He was a son of the late William Fraser, a native of Inverness, Scotland, and his wife, Jane Newman, a native of Rathdrum, County Wicklow, Ireland. William Fraser came to Canada in 1854 with his family, settling first with the late Colonel Gagy on his farm at Beauport, Montmorency County. Shortly afterwards Colonel Gagy, coming to Montreal as police magistrate, and Mr. Fraser's health having given way, owing to a very serious illness, he was obliged to give up his occupation as a farmer, and accepted a position, secured through Colonel Gagy's influence, as Queen's messenger and crier in the Police Court,

a position which he filled for over fifty years in the Court House of Montreal. He was universally respected and esteemed by all the members of the Bench and Bar, who passed through the Court House during that long period.

In 1866, at the age of fourteen, Alexander entered the employ of the Standard Life Assurance Co., of Edinburgh, then under the management of William Miller Ramsay, as office boy and junior clerk. He remained four years with the Standard.

In 1870, his health suffering from too sedentary employment in the insurance line, and always having a hankering after the grocery business, he entered the employment of the late Major Alexander McGibbon, in his day the foremost grocer in Canada, an iron taskmaster, but a man with a lion's heart and of indomitable will and energy, and a man to whom, above all others, Montrealers owe to-day their priceless heritage, the present Mount Royal Park.

On Mr. McGibbons' retirement in 1885, Mr. Fraser took up the business of the Italian warehouse, and, with a fellow clerk, the late Pierre Bonaventure Hormidas Viger, he established and founded Fraser, Viger & Co., now merged into Fraser, Viger & Co., Limited, and Frasers, Limited.

In the early days on St. James street the store was almost on the corner of St. Peter street, but in 1894 the business was moved a few doors west to its present location in the Fraser Nordheimer Building, which Mr. Fraser purchased from the late Samuel Nordheimer, of Toronto, in the spring of 1903.

Mr. Fraser, about six years ago, foreseeing the development of the city to the north, established a branch on Laurier avenue west.

He served for several years as a member of the Montreal City Council, sitting as alderman for West Ward, and on account of his business ability he was allocated to work on the Finance Committee, before the establishment of the Board of Control.

GUESSING CONTEST FOR STORE MANAGERS

The store managers of the Loblaw Stores Ltd., Toronto, were entertained at the home of the manager, F. E. Robson, on Thursday night of last week. A feature of the evening was a talk given by W. S. Greening, president of the Pure Gold Manufacturing Co., and T. B. Greening & Co., on the history of coffee. Mr. Greening told how coffee as a drink was first brought to the attention of the Christian world and how its use and growth has rapidly spread since that time.

A number of actual instances showing the selling power of the retail dealer were given by B. T. Huston of the CANADIAN GROCER staff. These experiences included interviews with western as well as eastern merchants.

T. B. Loblaw, president of Loblaw Stores, pointed out the inconsistency of the regulations which made the retailer responsible for the contents, both ingredients and weight, of sealed pack-

ages and articles put up by the manufacturers.

Mr. Robson had a unique contest in store for the various managers which terminated a most pleasant and profitable evening. On the tables were shown 18 different varieties of foodstuffs sold through the grocery store. These were in dishes with numbers attached to them. Each of the guests was given a certain length of time to write down the names of these 18 articles. This proved quite a test, as many of these articles when out of the container were somewhat difficult to place. Prizes were given to the winners.

BROOMS ADVANCE TEN PER CENT.

(Continued from page 20)

the war tax and exchange to take care of, and our selling prices should be higher."

Broom corn sold five years ago for from \$50 to \$60 per ton. The immediate reason for the tremendous increases is, in large measure, due to the decreased area sown to this crop and is in accordance with the express wishes of the United States government that foodstuffs be raised on every available acre.

As far as the Canadian manufacturer is concerned he has had to face higher costs through exchange to the extent of from \$90 to \$100 per car. This figures out at about 13c per dozen on the finished brooms. The freight item has shown a tremendous increase, the rate having risen in some instances from \$1 to \$1.80, and this being the relative increase through the most recent freight advances. Altogether the added charges have increased manufacturing costs about 50c per dozen and this in the past two months.

NEW LOCATION OF KEENLEYSIDE COMPANY

The Keenleyside Co., London, Ont., has secured larger premises, to meet the needs of their enlarged activities. The company has taken over the large building formerly occupied by the Dominion Abattoir Co., and will re-model it to suit their requirements.

New Goods Department

CANNED B. C. HERRING

The Gosse-Millerd Packing Co. Limited, Vancouver, are putting out something new in the way of canned herrings, viz., a half pound oval. During the coming year they intend to feature kippered herring and herring in tomato sauce. Hitherto packers have been putting out pound tins, but it was felt by the Gosse-Millerd Packing Co., that these were too large for the average family. The half-pound ovals, they claim, will be especially adapted for apartment houses where they do not want any left-overs. Just now when effort is being made to conserve food, this argument should prove effective.

SNOW CAP PILCHARDS.

The Nootka Packing Co., Nootka, B.C., are putting a brand of pilchards on the market under the name of "Snow Cap." The packers point out that these are caught on the west coast of Vancouver Island, and are packed from mature fish. The fish, they point out, are packed without the addition of any condiments or oils, the oil in the can being the natural oil of the fish.

WAR TIME PACKAGE

Stettler Cigar Factory, Ltd., Vancouver, are putting a new lithographed tin container on the market, which they call their War Time Package of Van Loo cigars. They point out that cigar boxes are too high to enable them to put out a three-for-a-quarter cigar, but have



overcome the difficulty by putting out this tin container, which is cedar lined. These contain fifty cigars.

PRIMROSE BRAND PILCHARDS.

The Defiance Packing Co., Ltd., whose head office is in the Standard Bank Bldg., Vancouver, are in the field with a brand of pilchards under the name of "Primrose." The packers state that the cans are hand-filled. Balfour, Guthrie Co., Vancouver are the exclusive sales agents.

NUTRO PEANUT BUTTER

The Kelly Confection Co., Vancouver, B. C., are putting a peanut butter on the market under the brand name of NUTRO. The process of making this butter, as explained to a representative of CANADIAN GROCER, is as follows: "The peanuts are first roasted and then drawn off in a cooler. When they are cool, they are put through a blancher, which takes off the hull, splits the nut, and takes out the germ. The latter imparts a bitter flavor when left in. The peanuts are then put through a stoner, which separates the lighter and heavy matter. Girls pick out the imperfect nuts as they travel over a conveyor, which con-

veys them to an elevator, and thence to the grinding mill. From the mill the peanut butter goes direct to the con-



tainers, the only thing added being salt. The oil, which many people think is added, comes from the peanuts themselves."

WEDDING BREAKFAST COFFEE.

Pioneer Coffee and Spice Mills, Ltd., Vancouver and Victoria, are putting their "Wedding Breakfast Coffee" in a lithographed can of new and very attractive design. They are putting out baking powder, extracts, and spices under the name of Arrow Brand. R. Whitelaw is the manager in Vancouver.

"JULIENNE" VEGETABLE SOUP

The Chilliwack Evaporating & Packing Co., Chilliwack, B. C., are putting on the market a new vegetable soup mixture under the brand name of "Julienne." It is a combination of potatoes, carrots, turnips, onions, peas and beans, evaporated and blended. The vegetables are evaporated when they are fresh and green. It is pointed out this soup mixture is used extensively as a boiled vegetable dinner. It is put up in packages of 1 lb., ½ lb. and 1 oz., the latter being for one meal.

SUPREME BRAND MUSTARD AND SALAD DRESSING

The Empress Manufacturing Company, Vancouver, are placing two new



lines on the western market, viz., Supreme Brand prepared mustard and salad dressing. This will be sold by the retail trade as far east as Winnipeg, and will be sold through the jobbers.

Novel Ideas in Pacific Coast Store

Hudson's Bay Company Adopts Novel Counter Arrangements in Their Vancouver Store—Sample Rooms Where Customers Can Place Their Orders in Comfort—Special System For Checking, Parcelling and Delivery of Purchases



A view in the grocery department of the Hudson Bay Company's store, Vancouver, B.C.

IT is not one firm in a million that can spend the amount of money on erecting and fitting a store that has been lavished by the Hudson's Bay Co., Vancouver, The Adventurers of England. If mahogany will help sales, they certainly should do the business, for the term "de luxe" fails to describe the palatial emporium on the Coast.

The store was erected two years ago, and, as in the case of their Calgary establishment, nothing has been spared to make it the last word in everything that money can procure. The grocery department is in the basement alongside the hardware section. Roughly speaking, the store is laid out in four lines. On the extreme left, hidden from view, is the packing department. Next come the grocery and meat departments, next in the form of an island is the tea and coffee department, and finally the delicatessen and bakery departments, each occupying a side of the island. Besides these there are also two permanent demonstrating booths, built in octagon shape, so that eight demonstrations may take place simultaneously at each booth. They are fitted with sink and hot and cold water connections for washing dishes. There are also plugs for connecting electric cooking appliances with the mains.

Sample Room a Novel Feature

Another feature which takes up con-

siderable space and is worth mention is the Sample Room. This is fitted out gorgeously. It is carpeted, and equipped with tables, where the customers place their orders. The tables, which have glass tops, are handy for displaying samples. The latter are carried in large wall cases equipped with mirrors to give the impression of a very large display. Customers with children are encouraged to use this sample room; thus their children are out of the way, and they can shop at leisure.

There is a phone department which has a capacity of sixteen incoming phones, but at present use is made of only eight.

As pointed out, there is a special department for packing goods, which is hidden away from the store proper. It is equipped with steel bins on sanitary floors which are scrubbed every night. Bins in which food is kept are ventilated from both top and bottom through copper wire.

Matches Kept In Special Safe

There is a safe for keeping matches and this, like the rest of the store, is fitted with automatic sprinklers.

The order in which the goods pass from the store to the shipping department is as follows: They first come from stock to a table to be checked, then are passed on to an adjacent table to be wrapped and then are simply pushed

down a chute and from that passed on to an endless belt. The belt carries them to the shipping room where they are sorted for the various addresses.

Fruit a Special Factor

The fruit and vegetable counter is equipped with a vegetable stand for green stuff, with fountain for keeping it fresh. Fruits and vegetables are displayed on the counters either in their own boxes or in shallow bins. There is a special packing room in the rear for wrapping fruit and vegetables, but where the customer wishes to take the goods at once, the wrapping is done right at the counter. This special wrapping department is worth mentioning. It is kept rat proof and at a temperature much lower than that outside. Protection is provided against rats and mice by wire netting.

Keeping the Specials Before the Customers

At the grocery counter an idea is used which might be adopted by other stores. The grocery specials for the day are type-written from the newspaper department, and inserted in neat leather folders for the convenience of the customers. It was formerly somewhat of a nuisance when a customer had to ask the clerk what was special. Probably she had not had time to read the ad-



The provision department of the Hudson Bay Company's store, Vancouver, adjoining the grocery department.

vertisement. By using this list, which is in the form of a memo, much of the clerks' time is saved running around to see what is being advertised.

The fixtures in the grocery department have been planned somewhat on the order of a public library, the shelves being about five feet high, and in island form, so that persons may wander around behind the counter if they desire. At the end of these island fixtures are glass show cases, illuminated by electricity, containing samples. These are handy for the clerk when anxious to make extra sales. These illuminated fixtures are also about five feet high and one and a half feet wide.

Coffee is ground right in front of the customer, and the equipment is electrical and of the very finest.

OAT CROP 75 PER CENT. NORMAL.

Situation in British Columbia with Regard to Oats, Hay, Feed, etc.

The Brackman-Ker Milling Co., Limited, Victoria, B.C., point out that this year's crop of B. C. oats is about three-quarters a normal one, but that owing to perfect harvesting weather the quality is good. They have recently begun milling the new crops. They state that demand for all lines of cereal foods has been heavy since the war, owing to the patriotic spirit of the people in their wish to do what was necessary to conserve wheat and flour, the Food Board's regulations governing compulsory use of wheat substitutes still further increasing the demand for rolled oats, oatmeal, oat flour, etc. Bakeries are using a considerable quantity of oat flour as wheat substitute, it being one of the

best, making a satisfactory and fine flavored loaf and one that would retain moisture and keep well.

With regard to the hay, grain and feed trade, in which the company are large dealers in Western Canada, conditions, they say, are satisfactory. Prices of course are extremely high on all lines. Demand is very good due to increased industrial activity all over the province especially at the coast. More money is in circulation and collections are exceptionally good. All lines are in good supply except hay and bran and shorts. Hay is short crop at the coast and prices are highest on record. Fixed price on bran and shorts set by Food Board had created an artificial demand for these feeds on the Prairie thus restricting the quantity formerly shipped by the flour mills to the coast, causing shortage at all B. C. points. This created a serious situation among dairymen, who have been obliged to use ground coarse grains and other feeds as substitutes.

CANNING WHALE MEAT.

The Consolidated Whaling Corporation, Ltd., has been formed to amalgamate several whaling interests on the Pacific, including the Victoria Whaling Co., Victoria, B.C. They are now putting canned whale on the market, the bulk of their trade being taken by the United States. S. E. Ruck, general manager, speaking to CANADIAN GROCER, stated that only a percentage of whales were fit for canning, that they must be absolutely fresh. A whale that had been dead forty-eight hours was no use for canning. This company is shipping considerable

frozen whale meat, having an order at present for 1,000 tons.

T. Fujita, president of Fujita and Co., Kobe, Japan, who have an office at Vancouver, has been making a tour through Canada and the United States. His company was incorporated this year with a capital of a million yen. They have branches at Tientsin, Nankai, Tsintow, Yokohama and Seattle. In conversation with CANADIAN GROCER, Mr. Fujita expressed the belief that the price of white beans would be low this year, even though the crop in Japan were a poor one, the reason being that so many of last year's crop were left over. Besides beans, Fujita & Co. export large quantities of peanuts and walnuts to Canada. As regards peanuts, he believes that the coming crop will be short, as the Japanese Government has asked the farmers not to plant them owing to the embargo to the States.

That Canada will play a big part in export business is the firm belief of E. J. Levenson, head of Levensons, Limited, Vancouver. Speaking to CANADIAN GROCER recently he said: "Every thousand dollars worth of Canadian products that we export is helping Canada. Let us build our export business East and West, selling at the lowest possible price in order that we may build up future business." Mr. Levenson is doing a big export business with New Zealand, handling a variety of lines. He says he finds that New Zealanders want to deal with us in preference to other countries. Levensons, Limited, put out canned goods under the brand name of "Tripping Deer." Their labels are printed in French, Spanish and Italian.



The interior of the J. McTaggart store, 794 Granville St., B.C., showing their system of displaying fruit.

Building a Business in Fruit

How Cleanliness and Attractive Display is an Important Factor in Building Trade in This Line—Using Baskets to Ensure Proper Handling—Going After the Preserving Time Trade

THE J. McTaggart Company, 794 Granville street, Vancouver, B.C., have developed a very substantial trade in fruits by paying special care to this profitable department. Every care is taken to see that the goods on display are kept in a clean and orderly manner. The care with which fruit is arranged and displayed must of necessity be a large factor in the sale. One of the greatest appeals of this class of goods is its fresh and appetizing appearance and without this the demand is bound to be sluggish. As the whole secret of the successful handling of fruit is to achieve a quick turnover, it will be readily seen how important is this one matter of appearance.

Well displayed fruit sells itself, ill displayed it must be sold, and all the effort put into the sale may not be enough to move it fast enough to prevent waste.

E. R. McTaggart in speaking of this department of the store, stated that they were proud of the increase that had been achieved in the past couple of years, and doubly proud because this improvement was based on the simple idea of keeping the fruit clean and orderly in appearance.

"To our mind," Mr. McTaggart continued, "there is no other single asset that 'breeds' business as does cleanliness and as a direct result of this obser-

vation we have been constantly on the lookout for better and more sanitary ways of putting the fruit into the hands of the consumer.

Use a Four-pound Basket

"We think we have found one of these improvements in the use of the standard four-pound plum basket. In spite of the fact that there is a slight extra cost for baskets and some extra time spent in repacking we find that the fruit arrives at the consumer's back door in fifty per cent. better condition because of the little extra care taken in packing.

"Another feature of the basket idea is that a much finer display can be made when baskets are used. The fruit shows up in fine style and the uniform package lends itself to attractiveness, while time is saved in wrapping and distribution. An opportunity is never missed to insert into each basket one of our little stickers announcing to the purchaser the name and address of the grocer from whom the goods were bought.

Featuring Preserving Fruit

"The preserving fruit business is another line that is featured in summertime. Fruits for canning, such as peaches, plums, pears, cherries and crabapples are sold a month before they arrive on the market. Just about thirty days before

peaches for preserving arrive we detail one man who is particularly adapted to this line of work, to ring up each of our family customers and get their order for delivery on arrival of goods. In almost every case the housewife has complete confidence in us to look after her wants and without hesitation entrusts the matter entirely to us. When the fruit arrives we ring her again and providing that she is prepared to use it that same day we forward it immediately, and a very strong point we think is, that it goes forward to her on approval.

Making New Customers

"With people who are not yet customers but who may be, we always make it clear when taking their phone number that they are under no obligation to buy when we ring them up. This attitude sets aside any semblance of a binding agreement so that the patron feels perfectly free to use her own judgment, and it has been a surprise to us what great satisfaction we have enjoyed through the handling of the canning fruit business in this way.

"We honestly believe in the policy of using a customer as we would like to be used, and have found that policy to be entirely workable and full of concrete results.

B & K

B & K

B & K

—WIN NEW CUSTOMERS
—HOLD OLD ONES

This is what our HIGH-GRADE
B & K CEREALS will do for you.



B & K
(EXTRA CREAM)
ROLLED OATS

B & K

B & K

THE ONLY ROLLED OATS MADE IN B.C.
THE ONLY ROLLED OATS MADE FROM B.C. OATS

We also manufacture: SCOTCH OATMEAL (Stone-ground—Fine, Medium and Coarse); OAT FLOUR; GRAHAM AND WHOLE WHEAT FLOUR (Stone-ground, Genuine Whole Wheat); Yellow and White CORNMEAL; RYE FLOUR, BUCKWHEAT FLOUR, SPLIT PEAS, PEA MEAL, BROSE MEAL, PEARL BARLEY.

HIGHEST AWARDS: WORLD'S FAIR, CHICAGO; MID-WINTER FAIR, SAN FRANCISCO; INTER-STATE FAIR, TACOMA.

Order from your Jobber or our nearest House.

THE BRACKMAN-KER MILLING CO., Ltd.

Head Office: Victoria

Branches: Vancouver, North Vancouver, New Westminster, Nanaimo, Nelson, Rossland, Prince Rupert, Ladner, Langley Prairie, Coquitlam, Courtenay.

B & K

B & K

B & K

THE CHARMER

O thou who hast so often graced my board
 Art missing now. I wonder what mischance
 Has caused thy absence. Is not mem'ry stored
 With countless days when 'twas a joy to glance
 And find thy brunette charms at my right hand?
 Have I not welcom'd thee morn, noon and eve?
 But here th' insipid foods half tasted stand,
 Lacking the zest that thou alone canst give.
 In all lands famed, supreme among thy peers,
 I know thee changeless, just thy piquante self,
 Thy verve unspoil'd by climate, or by years—
 Yet, would I saw thee **now** 'upon the shelf'!
 Enough! this futile musing is not well;
 So real a need demands an active course;
 To bring thee to my side, I'll ring the bell,
 And ask for—"Lea & Perrins' Worcester Sauce."

March, 1914.

A. T. CORKE.



By Appointment



Your Best Customers Prefer Lea & Perrins' Sauce

THEIR experience gives them a keen appreciation of its savory, appetizing flavour. We are educating all your customers, by means of our nation-wide advertising, to realize the value of Lea & Perrins. ¶The demand is large now—it is increasing tremendously every day. Get a big share of the profits. Make an attractive display of Lea & Perrins in your store, and we will

gladly co-operate with literature, recipe hangers, displays, etc. Keep your stock well filled.



Lea & Perrins
 Sauce

HAROLD SEDDON

Western Representative

850 Hastings Street, VANCOUVER, B.C.

F. G. EVANS CO., Limited

Water Street, VANCOUVER, B.C.]



Jake Sauce



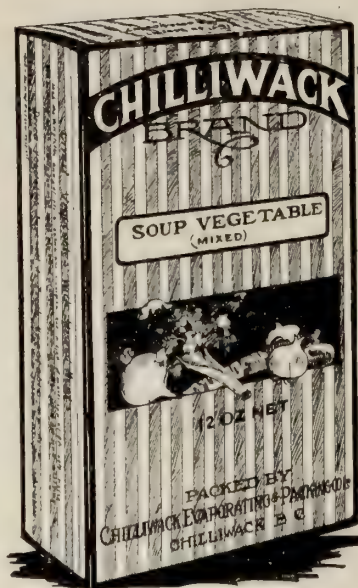
"It's Jake"—to use a popular phrase, which means there is nothing better as a relish with hot or cold meats, fish, poultry, cheese, salad, soups, gravies, etc.

Other lines we make, just as good, are: Pickles in glass and bulk, Leicestershire sauce, Worcestershire sauce, Dill pickles, catsup, chow-chow, horseradish, mustard, sauerkraut, etc.

Vancouver Pickle Company, Limited

VANCOUVER

A Vegetable Garden the Year round



Julienne is a mixture of evaporated potatoes, carrots, turnips, onions, peas and beans. Can be used for vegetable soup or for boiled vegetable dinners.

This will be a big seller in your town as soon as the fresh vegetables are done. It has the same flavor as fresh picked garden vegetables — but there is no waste.

Ask your jobber for **Chilliwack Brand.**

CHILLIWACK EVAPORATING & PACKING COMPANY

415 Dominion Bank Bldg., Vancouver

Imperial Rice Milling Co., Ltd.

VANCOUVER, B.C.



We are offering the best value in Rice on the Canadian market to-day.

Montreal Branch, Coristine Building
MONTREAL
A. G. Urquhart, Manager

Canada Food Board: License No. 7-583; License No. 14-279

LEVESONS, LIMITED

Incorporated by Letters Patent Under Dominion Companies' Act

EXPORTERS, IMPORTERS,
MANUFACTURERS'
AGENTS

Agents for L. G. Mouchel & Partners, Limited,
Ferro-Concrete Engineers

AGENTS FOR BOVRIL, LIMITED

Dominion Building, 207 Hastings Street
VANCOUVER, B.C., CANADA

DIRECT IMPORTER
OF
BEANS, RICE, PEANUTS

And other Oriental Products

Communicate with us before you buy

Established
1883

S. TAMURA

Head Office
KOBE

Tamura Bldg.,

VANCOUVER, B. C.

Oriental Business

IMPORT—Buyers for Wholesale Hardwares, Wholesale Grocers, Wholesale Druggists, Wholesale Stationers, Paper Mills, Cotton Mills, Wholesale Jewellers, Wholesale Electrical Supply Houses, Wholesale Dry Goods Houses, Biscuits and Confectionery Manufacturers:—

We are in a position to quote you to advantage on many Oriental lines.

When in the market, it will pay you to write or wire for our prices.

EXPORT—Manufacturers! Are you interested in export business to Japan and China? We have an established organization of years' standing, and can offer you unexcelled services for placing your product on these markets.

R. G. Bedlington & Co., Ltd., Vancouver
Importers BROKERS Exporters

We are open to negotiate for a high class live manufacturer's line.

*Are You Represented in
the British Columbia Territory?*

Oppenheimer Bros., Ltd.
134 Abbott Street, Vancouver, B.C.

Branch Offices:
Victoria and Prince Rupert

Selling Agents for Food Products

Sixteen years' successful experience, and representing only the best concerns in their respective lines.

CONSERVATION

The Board of Food Control is insistent in urging upon us the necessity for ECONOMY in food. When we use the word ECONOMY we mean the avoidance of WASTE and the use of those articles of food which are so much needed for the sustenance of our brave boys and the armies of our Allies, substitutes for which are, or can be made, available.

SELF-DENIAL

The patriotic Canadian will, at this time of stress and strain, exercise the greatest possible measure of self-denial and make it a case of being content with what can readily be obtained, in place of insisting on the old familiar brand of goods being furnished; and in this manner assist the harassed and anxious store-keeper, who nowadays finds it impossible in many cases to obtain supplies of commodities which in pre-war times used to be looked upon as being absolute necessities.

SUBSTITUTION

The situation BRISTLES WITH DIFFICULTIES, and buyers sometimes do not know where to turn or what to do in order to satisfactorily cater to the requirements of their customers. We are here to assist in so far as is possible. We are alive to the needs of the trade and are endeavoring to carry in stock such goods as will take the place of those, the consumption of which should be discouraged, and we are doing "our bit" to help to swell the amount of goods available for export. Do yours and SUBSTITUTE wherever possible.

WILSON BROS.

Victoria, B.C.

Established 1897

Anderson & Miskin

448 Seymour Street
VANCOUVER, B.C.

Distributors of

CANNED SALMON
CANNED HERRING
CANNED PILCHARDS

*Sole Agents in Canada
for the well-known*

WALLACE'S HERRINGS
IN TOMATO SAUCE



(Kippered
and
Fresh)

Packed at "KILDONAN," West Coast of Vancouver Island,
where the finest Herrings on the Pacific Coast are caught.



Packed in 1 lb. Talls
and 1-2 lb. Flats
Sold by Your Jobber

Salmon

Commandeered

SNOW CAP

BRAND

PILCHARDS

are more delicious than

SOCKEYE

and are less than half the price

For Salads and Sandwiches

They are More of a Dainty than Tuna Fish

“SNOW CAP”

IS HAND PACKED

By

The NOOTKA PACKING CO., Ltd.

NOOTKA, B.C.

EVANS, COLEMAN & EVANS, LIMITED

VANCOUVER, B.C.

EXCLUSIVE DISTRIBUTORS FOR CANADA

If any advertisement interests you, tear it out now and place with letters to be answered.



**Putting
up a
Standard**

**Shamrock
BRAND
ABOVE ALL OTHERS**

 **P. BURNS & CO. LTD.**
VANCOUVER CALGARY EDMONTON



VANCOUVER

CANADA FOOD BOARD LICENSE NO. 113

Quality brings Repeat Orders

**Sell Your Customers
St. James Brand**

**TEAS
COFFEES
SPICES
EXTRACTS
SYRUPS
SALAD OIL
VINEGAR, ETC.**

and you will be pleased with the results. Goods packed under St. James Brand are of the highest quality—and never vary.

R. P. RITHET & CO., LIMITED

Wholesale Grocers

VICTORIA, B.C.

Do you need a good man?

Are you looking for a suitable partner, a wide-awake clerk, or an aggressive salesman?

Our Want Ad. Page is the most direct, the surest way to reach the man you want. The men who will read your ad. in the CANADIAN GROCER are men of ambition, keen-edged fellows—the very best class from which to select the man to fit in with your requirements.

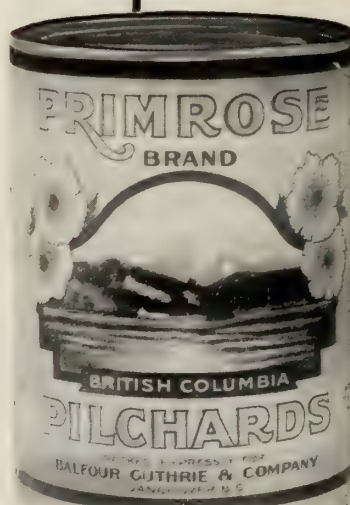
And it only costs you two cents a word to talk to these men through a CANADIAN GROCER Want Ad. Just two cents a word to reach your man quickly!

Send along your ad. to-day. Forms close Tuesday each week. Rates: 2c word first insertion, 1c word each subsequent insertion; 5c extra for Box No. per insertion.

Send along your ad. to-day.

The Canadian Grocer
143-153 University Ave., Toronto

“PRIMROSE” PILCHARDS



*Strictly Prime
Quality*

Ocean Caught

Packed Only By Hand
Rich in flavor, and high
in food value.

Defiance Packing Co., Ltd.
Head Office: VANCOUVER, B.C.

Canneries at West Vancouver and Port
Renfrew, B.C.
Sales Agents: Balfour, Guthrie & Co.
Vancouver, B.C.

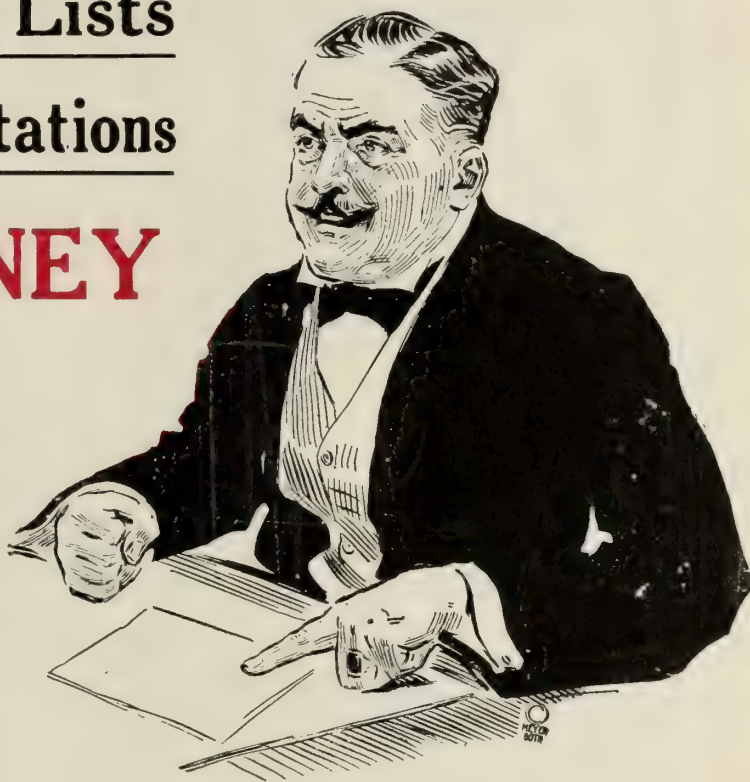
Read Our Price Lists

Note All Our Quotations

SAVE MONEY

*by Mailing Your Orders to
A. Macdonald & Co.*

We do business with our customers through our price lists. In this way, we eliminate the large and unnecessary expense of travellers in the grocery business. When you mail us your orders, we save you the expense of sending out a traveller to your town, his railway fare and other expenses both ways, for which you would have to pay, and for which you *do* pay, when you hand your grocery order to a traveller.



**On this one item alone, we
can save you at least 3%**

Our discount plan for prompt payment, shows you another saving of 3% to 6%, on open lines.

We handle only quality goods, all orders receive prompt attention, and prompt shipment. Let us have your next order, and we will prove to you in dollars and cents, how well it will pay you to deal with us, and we will appreciate your business.

A. Macdonald & Co.

Wholesale Grocers

VANCOUVER, B.C.

BRANCH
Nelson, B.C.

BRANCH
Fernie, B.C.

ALBATROSS BRAND
PILCHARD
 Has been Proven

**DELICIOUS SEA FOOD
 NO WASTE**

Pioneer Pilchard Packers

Always Reliable — Hand Picked — Quality Guaranteed

BRITISH COLUMBIA APPPLES *lead the World—*

—they're good lookers—good eaters—good keepers
 —good sellers.

Exceptionally favorable climate — Wonderful natural orchard locations — Unsurpassed soil conditions. These are the elements that give British Columbia Apples the leading place at the great fruit shows and in the markets of the world.

Owing to war conditions there will be an exceptional demand for British Columbia Apples this winter. Place your order early to ensure delivery.

British Columbia Apples are grown right and packed right. You're safe in recommending them to your customers.

The 1918 slogan of the British Columbia Fruit Growers' Association is

"BUY THEM BY THE BOX"

Send to us for our Fruit Booklet—tells you all about British Columbia fruit—225 recipes—all about Apples—the right time to buy the various kinds—100 Apple recipes.

Tell your customers to write us for this book—it will boost your sales. Free on request.

British Columbia Fruit Growers' Association

University of B.C.
VANCOUVER, B. C.

Beans, Rice, Peanuts, Walnuts, Oranges AND OTHER ORIENTAL PRODUCTS



*DIRECT IMPORTERS AND EXPORTERS
FROM AND TO THE
ORIENT*



FUJITA & CO., LIMITED

Head Office: KOBE, JAPAN. Branches: VANCOUVER, B.C.

 SEATTLE, YOKOHAMA, TIENTSIN, NATE AND TSINTOW

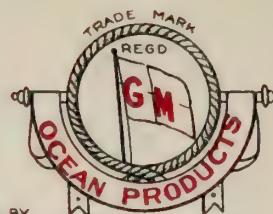
Western Distributors:

W. H. ESCOTT CO., LIMITED WINNIPEG

CALGARY, EDMONTON, REGINA, SASKATOON, FORT WILLIAM

Gosse-Millerd's

SALMON



PACKED BY
GOSSE-MILLERD PACKING CO. LTD.
VANCOUVER, CANADA.



Vancouver Cannery Fraser River

This is one of our Canneries

THE OTHERS ARE:

Burrard Cannery, Fraser River, B.C.

Sunnyside Cannery, Skeena River, B.C.

East Bella Bella Cannery, East Bella Bella, B.C.

McTavish Cannery, River Inlet

San Mateo Cannery, Barkley Sound

In these up-to-the-minute plants we possess every facility for processing and packing the very finest salmon and herring.

We always select the pick of the catch, and the quality of our goods is guaranteed.

You can sell our lines with confidence.

Gosse-Millerd Packing Co., Limited

597 Hastings Street West
VANCOUVER, CANADA

WM. BRAID & CO.

VANCOUVER



**Importers
of
Teas
from
INDIA
CEYLON
CHINA
JAPAN
JAVA**



**SAMPLES AND QUOTATIONS
ON REQUEST**



King-Beach

Pure

Jams and Marmalade

Combining supreme deliciousness
with unstinted purity and goodness,

KING-BEACH

Pure Jams and Marmalade

offer the dealer a selling proposition
with unusual possibilities.

To buy "K-B" Jams once is to buy
them regularly. And there's a reason-
able margin on every sale.

Look for the "K-B" on every label.



Canada Food Board License No. 14-116

The King-Beach Mfg. Co., Ltd.
MISSION CITY, B.C.

O'LOANE, KIELY & CO., LTD.

Vancouver, B.C.

Wholesale Grocery Brokers, Manufacturers' Agents and Distributors

having

Experienced Specialty Salesmen
Free and Bonded Warehouse Facilities and Trackage
First Class Intelligent Service Guaranteed
Marketing and Distributing

We solicit reliable accounts—Domestic and Foreign.

Direct Import and Export Department specializing in Oriental and Domestic Food Products.

Wholesale Grocery and Manufacturers' requirements, including Fish, canned and cured, Beans, Peas, Seeds, Tapioca, Spice, Ceylon Coconut, Almonds, Peanuts, Walnuts, Oil, Packers' Products, Tallow, Grease, Raw Materials, Dried Fruits, Canned Goods, Honey, etc.

Special Selling Agents Canned and Cured Fish Distributors

CANNED	Salmon	BARRELS and KEGS	Salmon
	Herring		Herring
	Pilchards		Scotch Style
	Clams		Norwegian Style
	Whale Meat		Holland Style
GLASS	Sardines	SMOKED	Belly Cuts
	Fish Pastes		Pilchards
	Anchovies		Grey Fish
	Bloater		Scaled Herring
	Salmon		Bloaters
			Kippers
			Boneless and
			Skinless Herring
			Grey Fish

We represent a large number of Canadian Cannery, Curers and Salters.

**Export Business Receives Our Most
Careful Attention.**

Cable Address:
"Britsalmon"
Vancouver, Canada

All Commercial Codes

Reference:
The Dominion Bank
Vancouver, Canada

Martin & Robertson, Limited

Rice Millers, Importers and Manufacturers Agents

VANCOUVER AND VICTORIA

Japan, China and Siam Rices

BEANS, PEAS, SPLIT PEAS, TAPIOCA AND SAGO, SPICES, TEAS AND COFFEES, PINEAPPLES, DESICCATED COCONUT, CURRANTS, DATES, FIGS, NUTS, SHELLLED AND UNSHELLED, RAISINS, Etc., Etc.

Representatives in all distributing centres throughout the Dominion.

References: Royal Bank of Canada

WAREHOUSES AND OFFICES :

329 Railway St., Vancouver 1108 Langley St., ^{P.O. BOX 451} Victoria

W. A. Ward & Co.

Established 1885

402-406 STANDARD BUILDING

VANCOUVER

General Brokers. Importers and Exporters. Shipping and Insurance Agents

SALMON

HERRINGS

PILCHARDS

and

All Products of the Pacific Coast

Controlling the following well-known brands

ICICLE

FLATTERY

TANK SUPERLATIVE

OSPREY

VIMY RIDGE

QUALICAM

LASQUETTI

ORIENTAL

Importers of Beans, Rice, Peanuts and other Oriental Products



Liked by every member of the family

The goodness of No-Vary Products appeals to every lover of first quality foods. No-Vary lines are 100% satisfaction givers which accounts for the quick sales and the regular repeat orders that always characterize their displays.

NO-VARY Quality Groceries

“If it’s No-Vary it’s always good.”

Put these guaranteed quality lines on your sales-counter and back them up with your best recommendation. They’ll sell and satisfy in a way that will mean a quicker turnover and better profits besides.

The Wholesale Jobbers listed here market No-Vary Always Good Products in Western Canada:

Alexander Grocery Co., Ltd.	Camrose, Alta.
Brandon Grocery Co., Ltd.	Brandon, Man.
Camrose Grocery Co., Ltd.	Camrose, Alta.
Medicine Hat Grocery Co., Ltd.	Medicine Hat, Alta.
Moose Grocery Co., Ltd.	Moose Jaw, Sask.
MacLean Grocery Co., Ltd.	Regina, Sask.
Red Deer Grocery Co., Ltd.	Red Deer, Alta.
Swift Current Grocery Co.	Swift Current, Sask.
Simington Co., Ltd.	Calgary, Alta.
Weyburn Grocery Co., Ltd.	Weyburn, Sask.
Yorkton Grocery Co.	Yorkton, Sask.

No-Vary Products Co., Limited

WINNIPEG

Wedding Breakfast Coffee



Arrow Brand
Extracts, Spices,
Baking Powder, etc.

PIONEER COFFEE & SPICE MILLS LTD.

Victoria, Vancouver

ESTABLISHED 1875



**The Best Spread
there is for Butter**

If you appreciate good peanut butter, stock NUTRO. Put up in one, five, fifteen and fifty-five pound tins.

If your jobber doesn't handle it, write to Donald H. Bain Co., Calgary, Edmonton, Regina, Saskatoon, Vancouver, Winnipeg, or to the makers.

Kelly Confection Company, Limited
Vancouver, B.C.

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

The service department of The Canadian Grocer will gladly assist manufacturers at home and abroad in making arrangements with the firms in all parts of Canada whose announcements appear on this page.

Squirrel Brand PEANUT BUTTER

C. T. NELSON GROCERY BROKER

106 Hibben-Bone Bldg., Victoria, B.C.
In touch with all British Columbia wholesalers and jobbers, and can place your line to best advantage. Live men calling on retail trade.
Victoria Vancouver

The Robert Gillespie Co. *Importers and Exporters*

323 Homer St., Vancouver
Live Salesmen covering Alberta and B.C.

W. L. MACDONALD & CO.

*Manufacturers' Agents
and Importers*

736 Rogers Bldg. VANCOUVER, B.C.

LITTLE BROS. LTD., VANCOUVER, B.C.

Established 15 Years. Live Staff of Salesmen. First-Class Storage and Warehouse Facilities.

We can place one or two good specialty lines on the B.C. market. If you want live representation, write us to-day.

Donald H. Bain Co.

Wholesale Grocery Commission Agents

A sales force of competent men.

Ample capital—and the reliability that goes with it.

A record of results—and the prestige that follows it.

An energetic, result-getting organization—with satisfied clients to prove it.

Are all at your disposal if WE represent you.

Every branch a business in itself, directed by capable, experienced managers.

All varieties of Food Products.

If you want results get in touch with us.

Head Office: WINNIPEG

Branches—REGINA, SASKATOON, EDMONTON, CALGARY, VANCOUVER

Canada Food Board License No. 6-450

B.C. May be Large Factor in Herring Business

Great Opportunity For Combining This Business With the Salmon Canneries—Though Only in its Infancy, the Industry is Believed to be One of Splendid Prospects

THERE is a marked tendency on the Pacific Coast for packers to combine the packing of herrings with salmon. This tendency is only just being noticed, but the feeling among the trade is that if B. C. is able, after the war, to compete with Holland and Scotland, that herring will be canned extensively in Canada.

This view is held by Harold Seddon, one of the owners of the Alaska Pacific Herring Company. Speaking to the Western representative of the CANADIAN GROCER, Mr. Seddon stated that during the past year his company found it profitable to extend their plant so as to take care of both salmon and herrings. During the first year this was a God-send, because salmon were not too plentiful, whereas there was a phenomenal catch of herring.

Growing Interest In The Industry

Mr. Seddon states that practically the whole of the Northern Pacific Coast has undergone enormous developments in the way of packing herring both in cans and barrels. The first attempt to develop herring resources in Alaska dated back to 1900, when a fish man from Norway salted the first herrings according to Norwegian methods. However, there was lack of interest and the first attempt was not successful. For many years only negligible quantities of herring were packed, but within the last two years the situation has changed on account of the war. Besides the herring saltery, the new plant contains a herring cannery and a one-line salmon cannery. Both the Scotch and Norwegian methods are now adopted, the former method meeting with greater favor in the Atlantic states, while the latter is preferred in the middle western territory. This year, like many firms in Vancouver, they are putting out canned herring in tomato sauce and kippered herring in oval cans.

Mr. Seddon feels that it is much safer for the canners to adopt this combination method. He states that prior to the war, herring were only used for bait and for local consumption, and were only canned when Scotch and Dutch herring became difficult to procure.

CANNING PILCHARDS AND WHALE IN B. C.

SOME idea of the way British Columbia has risen to the occasion, and is supplying substitutes for salmon now that the bulk of that has been commandeered by the Government, was gathered from a conversation the Western representative of CANADIAN GROCER had with H. G. O'Loane, of O'Loane, Keily and Co., Ltd., of Vancouver. He stated first that their latest information was to the effect that the

Government were allowing them twenty-five per cent of this year's pack for their Canadian trade—of pink salmon only. They would probably also be able to export a portion of this. He understood that what was left of the 1917 pack would also be available for Canadian trade. These, however, were odds and ends, and were nearly all halves—

halves of all varieties, especially Chums. The probabilities were that Canada would not get any of the 1918 pack of Cohoes or Sockeyes, although there would be some of these in the 1917 pack, but only halves.

To make up for the scarcity of salmon, Mr. O'Loane stated that other lines were being packed in British Columbia. Among these was whale meat which was being placed on the market in No. 1 size flat salmon tins, 48 to the case, same style of packing as salmon. This would be sold much cheaper than the cheapest salmon, was very palatable and of good food value.

Continued on page 71



Scenes in the B.C. herring industry. A catch of 30 tons at Bella Bella, B.C.

THE CLERKS' DEPARTMENT

MASTER QUALITIES IN THE MIND OF CHAS. M. SCHWAB

Director General of the U.S. Emergency Fleet Corporation is a Man of Tact, and Above all of Imagination
—But There's Something Else

IMAGINATION has been considered a poetic faculty only, and there have been hard-headed business men with whom the word never had any place at all. Of late, imagination has been associated very closely with successful salesmanship, and in this connection the fact that Charles M. Schwab possesses the gift in high degree is notable. You remember that when Schwab sped to Britain soon after the declaration of war with Germany that trip was said to express in action the highest form of imaginative salesmanship. Its results have been figured of course in millions. Before long they may reach billions.

Imagination is found in these days of big business, not only connected intimately with salesmanship, but also with executive work on the hugest scale. Again the imaginative powers of this prince of executives, Charles M. Schwab, come into the calculations of keen observers regarding his character and achievements. Here is what "Holland" has to say of Mr. Schwab in the *Wall Street Journal*.

"Another quality which is essential, if there be the greatest executive achievement, is imagination. Mr. Schwab possesses this quality. He is able to picture forth in his mind's eye what are to be the visible results of great undertakings. He saw in an instant almost what the achievements of the United States Steel Corp. were to be, not only in our home markets, but in a little while, in the world's markets. When he took hold of the Bethlehem Steel Co., he saw what the future of this corporation was to be, and his imagination has served him well, since what he foresaw some fifteen years ago is now an established fact."

His Visions of To-day

Schwab's imaginative faculties are busy to-day fleet-creating. Poets can vision argosies of the purple twilight borne on the seas of dreamland. Schwab's imagination not only pictures the fleets but speeds the vigorous creative forces of his executive mind into the tremendous activity that spurs men and machinery on to build and launch the vessels—to float the fleet he has visioned—is visioning to-day.

"It will be only a few days," says Holland, "before Mr. Schwab knows where, how and when the different materials which are required for ship construction are to be found and he will,

furthermore, formulate, intuitively perhaps, a plan by which these material resources can be in the best manner and also in the most speedy way utilized for the construction of the ships.

Undoubtedly he is to have full power. He is a man who would not assume stupendous responsibilities involving the construction of a very great fleet and the expenditure of many millions of money unless he had also the necessary power with which to enforce those acts, whereby big responsibilities can be fully met. They said in Washington that Mr. Schwab had been commandeered by a certain implied power similar to that of eminent domain, whereby the Government assumed command of his services.

"Here are Your Ships"

"That is, of course, no more than a picturesque way of setting forth the manner in which this great intellectual and executive force has been brought into the service of the people in addition to the service which he has already been in various ways performing. With Mr. Schwab in command and with the whole resources of the country at his disposal, and without any banking financing needed, he should be able in a few months to say to the Administration at Washington, 'Here are your ships. My work is done. You are to use the ships in such way as seems expedient to you and with use of that kind I have nothing to do.'

Tact Does It

Mr. Schwab furthermore possesses tact in an unusual degree in dealing with men and especially with men who deem themselves to be of high authority. He has the power of persuasion. For this reason it will be possible for him speedily to mobilize all of the various factors which enter into our shipbuilding proposition.

"A somewhat colloquial comment frequently made on the day when announcement came from Washington that Charles M. Schwab had suddenly been appointed Director-General of the Emergency Fleet Corporation was this: 'If Schwab can't do the thing, then it cannot be done.' In the days that have intervened since that appointment, the view that was taken by all who know Mr. Schwab personally and by many who know only of his achievements, that he is perhaps the one man in the United States who can achieve all that is sought in the shipbuilding programme, has been emphasized.

"One of the gratifying features associated with this sudden selection of Mr. Schwab is to be found in the evidence furnished by the appointment that there is now thorough understanding of the necessity, if this Government is to do big things in these days of war, that

there must be called to its assistance men who have achieved great success in industry and especially men who have taken no more than a remarkable interest in political or partisan activities.

"Mr. Schwab demonstrated nearly 20 years ago, when still a young man, his executive capacity for handling great propositions. For from one point of view and, relatively speaking, it was as difficult to organize quickly and adequately the so-called billion-dollar Steel Corporation as the proposition which Mr. Schwab now has consented to undertake in behalf of the nation and for a salary of \$1 a year. As president of the United States Steel Corp. it was commonly understood that he received a salary of \$100,000 a year and there were no accusations that he did not earn the money.

Unerring Judgment

"He had, as his first business as president of the Steel Corporation, the co-ordination of various corporations, some of them large, which had been independent and which as a whole represented all the features of the iron and steel industry of the United States. It was almost an original proposition, although it had been in part worked out by the Federal Steel Co. of Illinois. These various corporations were established in many cities and in several states. Mr. Schwab, with swift and unerring judgment and skilful administration, thoroughly mobilized all these various subordinate corporations so that in a few months the great machine moved smoothly, without friction, and the many thousand employees, from the high-salaried officers down, felt the spirit of enthusiasm and co-operation which this young president was able to infuse into the entire system.

"Of course, as Director-General of the Emergency Fleet Corporation, Mr. Schwab's responsibilities are greater and in the aggregate the work which he must do will be in far larger proportion than was that associated with his achievement in speedily establishing upon a firm foundation the United States Steel Corporation. But he is to bring to this national work precisely the same executive qualities and that unusual and almost mystic mental equipment which distinguish him. It is impossible to analyze the intellectual qualities which are the possession of men of extremely great executive capacity. Not much more can be said than that these men accomplish this, that or the other great thing. It can, furthermore, be said that they were masters of strategic mental resources, so that there was constantly suggested to them as though by intuition or inspiration the way by which difficulties could be surmounted.

"That was the quality of mind which the late J. P. Morgan possessed, and in this respect Mr. Schwab has often been spoken of as resembling that great organizer and financier."

WORTH CONSIDERING.

"A wise old owl lived in an oak,
The more he heard the less he spoke,
The less he spoke the more he heard,
Why can't we be like that old bird?"
—"Poor Richard's Almanac."

Letters to the Editor

DIFFICULTIES OF THE FLOUR SUBSTITUTE ORDER

I think when any new law is placed upon our statute books that every individual should have the right to express his or her opinion of the working of the act, particularly any one who is dealing with it in a practical way every day of their life.

The one I am referring to is the new measure in regard to the sale of flour. All grocers who sell flour must sell 25 lbs. of substitute with every 100 lbs. of flour, such as rolled oats, corn meal, rice flour, etc.

But all grocers do not sell bread flour. In some villages and towns the flour is all sold by millers and flour and feed dealers and every time a customer buys a bag of flour at the miller's he buys, say 25 lbs. rolled oats, and consequently the grocer where that customer formerly bought his rolled oats sells that much less rolled oats.

Oh, you say, that rolled oats or corn meal is used up baking bread.

But I think from what I hear the people saying they are feeding it to the chickens or pigs and using the flour as they get it to bake bread, probably using what corn meal or rolled oats they need for their porridge or Johnny cakes. But the grocer proper is selling that much less rolled oats and corn meal, and real wheat flour is not being saved.

Why was this amount of substitutes not milled right in the flour and that mixture made the standard flour and then no one could evade the intention of the law, and no trade would have been diverted from where it rightfully belonged to another.

I don't pretend to know anything about the milling business whether what I suggest could have been done or not successfully, but I do know what I say about the grocery business is true and also I am quite sure that the intention of the act to save wheat flour by using twenty-five per cent. substitutes is not being done. It is being done just about to the extent that sugar was conserved when the public was asked to do so. They all used just as much as ever or a little more and stocked up with all they could get or afford to buy, and now many have more than they need and some haven't any.

I am not writing this just for the sake of criticising for I think the officials who have the administering of these laws have a hard time. I think if a few more who see the practical working out of these things would give their opinion it would be a benefit to the national cause.

G. H. LUERY, Stirling.

THE CASE OF RETURNED EGGS

It was with a great deal of pleasure that I read in your issue of Sept. 20th a letter from G. L. Luery, general merchant, Stirling, Ont., regarding bad eggs, and I wish to congratulate Mr. Luery on his insight in the matter and I believe that his is the only real solution of the question. I feel that if the matter were brought to the notice of the Food Controller through the proper channels that he would act promptly, as the shrinkage in eggs is a great loss to the Empire at this critical stage of the food situation.

I will cite you a case from my own experience: Quite recently I shipped 6 30-dozen cases, 180 dozen eggs, to a reputable wholesale dealer in Toronto and received returns for same at 44c per doz. less \$1.98 for 4½ doz. rots, which you will see is a fraction over 1c per doz. shrinkage on the shipment; now I am not going to absorb this loss, if I know it, and the only recourse I have is, as Mr. Luery says, to pay less for the eggs to cover the shrinkage, as it is practically impossible for the retailer to candle the eggs as they come in, and if they are not candled at that time he has no way of identifying the party or parties who marketed the bad eggs. I do not see why the retail merchant should be put to extra expense, or the housewife who markets honest produce should be made to suffer simply because some parties in a community are persistently careless (we will be charitable) with the produce they offer for sale, and I feel that Mr. Luery has the proper solution and will place the responsibility where it belongs.

I would also suggest while we are on the produce question that it be made compulsory for every housewife making butter for market to have her name on the wrapper, as I feel that this would eliminate a lot of inferior butter which is also a source of great loss and particularly at a time when food conservation is of such vital importance; it would be a great saving if numbers of people now making butter would ship their cream to a creamery where it would be made into a marketable article, whereas quantities of it that is not fit for consumption now finds its way on to the market. Some producers would possibly object to the cost entailed, but they would be amply repaid by the extra price received for their produce. This would also help to eliminate short weight butter, which is another abuse that the retailer has to suffer for.

At the present time there is a great agitation throughout Ontario for farmers' clubs, which are all right in themselves, but the chief organizer in this district gave as one of his reasons why the farmer should organize the great spread of prices between that paid to the producer and the price paid by the consumer, and, of course, he blamed the retail merchant and everyone else whose hands it passed through for this condition of things, whereas if he had pointed out that the great cause for this spread

of price was the marketing by the producer of dishonest produce he would have been benefiting everyone concerned; no one pretends to be handling this produce for the good of his or her health, and everyone whose hands it passes through must have something for handling it, but it seems to me that the producer needs education or legislation along this line, and the sooner the better.

W. A. CRANSTON,
Caledon East, Ont.

CONDENSED MILK FROM HOLLAND REACHES ENGLAND.

It is announced in the weekly bulletin of the Department of Trade and Commerce that supplies of condensed milk are now being received in England from Holland; the first consignment consisted of 140,000 boxes. The milk will be welcomed in the United Kingdom.

ANOTHER BLOW TO PREMIUMS.

C. F. Bonsor & Co., of Philadelphia, and the Grocers' Coffee Company of Indianapolis, Ind., were ordered by the federal trade commission to discontinue the distribution of premium coupons redeemable for articles of unequal value based on chance in packages of coffee and tea. The practice, which was admitted by the companies, was held to contravene anti-lottery laws and to be an unfair method of competition by the commission.

WAR PRICES NOW AND IN 1865

Wage earners who are struggling with the problem of making one dollar do the work of two because of the high cost of living may derive a crumb of comfort from the knowledge that, high as prices of necessities are to-day, they do not yet measure up to those which were paid by contemporaries of the Civil War.

An entry from a diary written January 25, 1865, and recently published, throws interesting light on the situation as it existed in those days. Coal cost \$16 a ton, coffee 60 cents a pound, sugar 35 cents a pound, flour \$17 a barrel, meat 30 cents a pound—but the writer does not specify what kind of meat—and a good coat \$100, and a pair of boots \$16.

Comparison with prices to-day shows that in all instances they are lower, and in some cases much lower than they were in the last year of the Civil War. Thanks to the price-fixing policy of the Government, coal can be purchased for nearly half of what it cost in 1865, sugar for 33 1-3 per cent of the Civil War price, and flour costs but 65 per cent. of the cost in those days, while a suit of clothes is still well within the reach of the small wage earner, in spite of the scarcity of wool.

In spite of its inequalities, the price-fixing policy of the Government must be regarded as a success. It has been accomplished without resorting to drastic rationing. Indeed, rations of sugar and coal, for example, are after all only what ordinary economy would dictate.—New York Commercial.

WEEKLY GROCERY MARKET REPORTS

Statements From Buying Centres

THE MARKETS AT A GLANCE

WHOLESALERS are to be held down to 80 per cent. of their 1917 purchases of sugar for the last four months of this year, according to latest advices available. Figures giving 1917 purchases have been submitted to the Food Board, and the allotment for the balance of the year will, it is hoped, run up to 80 per cent. for this period. There is no guarantee that this amount will be forthcoming, but this figure will not be exceeded, and should any wholesaler use up his four months' allotment in two months, his dealings automatically cease as far as sugar is concerned. The coupon system is replacing the certificate and will, it is thought, prove a much more satisfactory basis of operating for all concerned. Supplies generally are still rather light, and no immediate improvement is expected.

Information secured on prunes last week is confirmed in latest reports, and the outlook is that Canada will have to be content with goods which may now be on hand or rolling. There seems little prospect of new crop prunes reaching this country.

Sales of raisins have been heavy, and wholesalers are still buying freely. There is a good crop of these, and indications are that all orders will be permitted to come through.

Some offerings of Comadre figs are being made, subject to securing export license and import license to Canada. Prices are about 150 per cent. higher than opening quotations last year. It is indicated that the cheapest grade in mats couldn't very well retail under 20-25c per pound.

MONTREAL—Important changes have been made this week, and advances affect such lines as nuts, prunes, peels, raisins, currants and some dried fruits. Increased prices are also asked for butter, self-raising flour, Castile soap, washboards, shredded wheat, salt, gelatine, cocoanut, buckwheat flour, malt extract, canned asparagus, etc.

Declines are made in the price of Crisco, barley feeds, and some substitute flours are easier. Cornmeal is a trifle easier also, and barley products are reflecting an easier tendency for this grain.

The sugar situation is quite unchanged, although a slight improvement was expressed by one refiner in the matter of delivery. Jobbers

are sending customers one bag of granulated and one of brown only, at a time. New flour is finding its way to market.

Canned tomatoes and corn will not be as abundant as it was thought they would be a few weeks ago, due to unfavorable weather. Estimates are still undergoing revision. The bean outlook is not so favorable, but it is expected there will be plenty for all needs. Honey is active and trade generally is very favorable.

TORONTO—A general advance of about 2c in walnuts and almonds, and 6c in filberts in the shell is provided for in quotations issued to the trade this week. Shelled nuts are holding very firm, and a heavy volume of orders is now going forward.

Higher levels are noted in new prices issued on lobsters. Sardines are also very firm at recent changes, and salmon rules with a very firm undertone. No further advice in regard to Government commandeering of salmon pack has been received. Latest figures as to amount United States Food Administration will require shows a very slight modification, hardly an appreciable factor.

A general stiffening of jam prices is in evidence. Last week it was strawberry; this week it is black currant; cheap jams are becoming an unknown quantity on the market to-day.

A sharp decline in cornmeal has become effective following easing away of corn markets in the States. This amounts to 40c for one grade and 75c for another, packed in 98s. Oatmeal has also dropped 20c for 98s. Shredded wheat biscuit, 36s, regular, is up 25c case.

Sales of spices show a substantial improvement during the past few days. It is stated that peppers are not so strong, but all other lines rule with a very firm undertone.

Coffee is in good demand, and the market strong. Supplies, though not heavy, will, it is thought, carry the trade along for some little time yet. A little more interest in teas is apparent, and greens particularly show considerable activity. Cocoa is becoming in more active demand, and the question of output is causing some more or less worry.

An advance in macaroni has been made, and other lines to go higher include sal soda, shoe polish, stove polish and toilet paper. Crisco has declined 50c case.

QUEBEC MARKETS

MONTREAL, October 2.—Many advances in the price of various lines have been made this week. There will be an increasingly probability of advances being made, restrictions limiting the sale of some lines and a number of staple articles being already very scarce. The markets are firm.

Wash Boards, Soap

Salt All Up

Montreal.

WASH BOARDS, SOAP.—Advances are made for certain lines of wash boards, some of them of the zinc variety. This amounts to about 5 per cent. Canadian made Castile soap is up also 5 per cent. The cases of 60 ½-lb. bars are now \$5.45, and La France in cases of 40 14-oz. bars are quoted at \$6.40.

Line Fat Reduced;

Salt Prices Up

Montreal.

SALT AND FAT.—A reduction is made in the price of Crisco, the basis being fixed now at \$10.50 per case. Table and other salt is up. The following prices prevail; in 2½-lb. bags the advance is 10c per barrel to \$6.20, and the same advance applies to 5 and 7 lb. bags, per barrel, prices respectively being \$5.65 and \$5.35. In 280-lb. barrels ordinary is selling at \$3.45; dairy \$4.25, and cheese at \$4.40.

Advances Made in

Patent Medicines

Montreal.

MEDICINES.—Various medicines sold through the trade have been increased in price. This applies to the following lines of "Ayer" manufacture, and the new prices are: Ayer's Hair Vigor advanced from \$8 to \$10; Cherry Pectoral (\$1 size) from \$8.75 to \$10.50; (25c size) \$2.25 to \$2.70; pills from \$2 to \$2.50; sarsaparilla \$8.75 to \$10.50. They are all subject to a 5 per cent. discount.

Fair Sugar Receipts

But Demand Constant

Montreal.

SUGAR.—Refined sugars are steady and the list without change from last week. One refiner stated that there would be no possibility of overtaking the present shortage for a long time no matter how much improvement in delivery might manifest itself and allotments are all that can be looked for. Jobbers are unable to get all they require and are now giving to the trade but one bag of granulated and one of brown to each customer. Crop outlook is quite favorable in parts of the southern producing centres.

Atlantic Sugar Company, extra granulated sugars, 100 lbs.	9 50
Acadia Sugar Refinery, extra granulated	9 50
St. Lawrence Sugar Refinery	9 50
Canada Sugar Refinery	8 75
Dominion Sugar Co., Ltd., crystal granulated	9 50
Special icing, barrels	9 30-9 40

Icing (25-lb. boxes)	9 60-9 80
Icing (50-lb. boxes)	9 50-9 60
Diamond icing	9 10
Yellow, No. 1	8 90-9 20
Yellow, No. 2 (Golden)	8 70-9 00
Yellow, No. 3	8 60-8 90
Powdered, barrels	9 20-9 30
Paris lumps, barrels	9 85-10 20
Paris lumps (50-lb. boxes)	9 65
Paris lumps (25-lb. boxes)	9 85
Crystal diamonds, barrels	10 25
Crystal diamonds (boxes 100 lbs.)	10 50
Cut loaf (50-lb. boxes)	10 50-10 60
Cut loaf (25-lb. boxes)	10 70-10 80

NOTE.—Some are not refining icing or powdered sugars in view of Food Controller's wishes.

Asparagus Tips Up;

Reduced Estimates

Montreal.

CANNED GOODS.—Asparagus tips are higher this week. American large white in 2½-lb. tins are now \$4.50 per dozen, an increase of 50c. White tips No. 1 are advanced from \$3.50 to \$3.70, green tips No. 1 from \$3 to \$3.30, and large green from \$3.60 to \$4.

The salmon situation has altered a little to permit the shipment to Canadian points of 25 per cent. of pinks, while the embargo on chums has been raised and supplies to the extent of 35 per cent. of orders for pinks may be filled.

Recent weather conditions have so affected the outlook that it is probable the tomato pack will permit shipment of from 75 per cent. to 80 per cent. of booked orders; corn 40 per cent. to 50 per cent., and peaches and pears 75 per cent. to 100 per cent. These estimates may later be again revised.

Salmon Sockeye—	
"Clover Leaf," ½-lb. flats	2 45
Sovereign, 1-lb. flats	4 50
Do., ½-lb. flats	2 30
1 lb. flats	4 62½
1 lb. talls, cases 4 doz., per doz.	4 50
½ flats, cases 8 doz., per doz.	1 50
Chums, 1-lb. talls	2 25
Do., ½s, flat	1 20
Pinks, 1-lb. talls	2 60
Cohoes, 1-lb. talls	3 40
Red Springs, 1-lb. talls	2 70
Red Springs, ½ lb.	2 10
Salmon, Gaspe, Niobe Brand (case of 4 doz.), per doz.	2 25
Canadian sardines (case)	6 75
Norwegian sardines, per case of 100 "½s"	20 00
Lobsters, ½-lb. tins, doz.	3 60

Canned Vegetables and Fruits—	
Asparagus (Amer.) mammoth green, doz.	4 00
Tomatoes, 1s	1 25
Tomatoes, 3s	2 40
"Tomatoes U.S. pack (2s)	1 90
Tomatoes, 2½s	2 30
Peas, standards	1 45
Peas, early June	1 57½
Peas, extra fine, 2s	2 35
Do., fancy, 20 oz.	1 57½
Peas, Morens Ex fine	2 25
Beans, golden wax	1 95
Beans, Refugee	1 95
Corn, 2s, doz.	2 35
Spinach (U.S.), 3s	3 00
Do., (U.S.), gallons	10 00
Corn (on cob, gal. cans), doz.	8 50
Red raspberries, 2s	4 00
Simcoes	2 75
Red cherries, 2s	2 60
Strawberries, 2s	3 00
Strawberries, 1918 pack (2s)	4 00
Rhubarb, 2½s	2 60
Blueberries, 2s, doz.	1 85
Blueberries, gallons	7 00
Pumpkins, 2½s	1 60
Pumpkins, 3s	1 75
Pumpkins (gallon), doz.	6 00
Potatoes, Can. Sweet, 2½-lb. tins	2 10
Potatoes, Cal. Sweet, 2-lb. tins	2 75
Carrots, sliced, 2s	1 45
Apples (gallons)	5 00
Peaches, 2s (heavy syrup)	2 00

Pears, 3s (heavy syrup)	2 45
Pineapples, 1½s	2 25
Pineapples, 2s	3 10
Pineapples (grated), 2s	2 90
Greengage plums (light syrup)	1 90
Lombard plums (heavy syrup), 2s	1 70

Heavy Syrup Sales;

Prices Are Held

Montreal.

SYRUPS AND MOLASSES.—Heavy demand continues to absorb a great quantity of both corn and cane syrups. There is a good supply to take care of this and prices are maintained without change. Molasses has arrived in better volume than usual, some state, and the prices on this have been firmly maintained all through. Receipts are promptly distributed to the trade.

Corn Syrup—

Barrels, about 700 lbs.	0 07½
Half bbls. or quarter bbls., ¼c per lb. over bbls.	0 07½
Kegs	0 07½
2-lb. tins, 2 doz. in case, case	4 80
5-lb. tins, 1 doz. in case, case	5 40
10-lb. tins, ½ doz. in case, case	5 10
20-lb. tins, ¼ doz. in case, case	5 05
2-gal. 25-lb. pails, each	2 25
3-gal. 38½-lb. pails, each	3 40
5-gal. 65-lb. pails, each	5 50

Cane Syrup (Crystal) Diamond—

2-lb. tins, 2 doz. in case, per case	7 00
Barrels, per 100 lbs.	9 75
Half barrels, per 100 lbs.	10 00

Barbadoes Molasses—	Island of Montreal
Punchcons	1 03
Barrels	1 06
Half barrels	1 07

For outside territories prices range about 2c lower.

Carload lots of 20 punchcons or its equivalent in barrel or half barrels to one buyer, may be sold at "open prices." No discounts will be given.

Prices Are Active

on Firm Basis

Montreal.

RICE AND TAPIOCA.—A steady and firm price basis still rules for rice and there is a much better demand. The same applies to the trade from both city and country points. Tapioca also is steady, and active demand absorbing a lot of stock.

Rice, fancy, per 100 lbs.	9 75	10 25
Ice Drips—Japan	11 25	
Carolina	12 50	15 00
"Texas"	9 50	
Siam, No. 2	9 50	9 75
Siam (fancy)	10 25	11 00
Rangoon "B"	9 25	9 50
Rangoon CC	9 10	9 50
Mandarin		10 00
Special pickling		9 50
Tapioca, per lb. (seed)	0 15	0 16
Tapioca (Pearl)	0 15	0 16

Advances in Prunes;

Peaches, Pears, Peels

Montreal.

DRIED FRUITS.—Advances for various dried fruits are either being made or contemplated by the jobbing trade. It has become necessary to trade on spot stocks of some lines, and this means that a closer survey of supplies is being made than was thought necessary a while ago. Prunes are up from one half to one cent per pound, and adjustments are made in the price of apricots, peaches, pears, raisins and peels. Fair stocks are held of some lines, but the better demand from the trade will make real inroads on stocks in the next few weeks.

Apricots—		
Choice	0 26	
Slabs	0 24	
Fancy	0 30	
Apples (evaporated)	0 18	0 20
Peaches (fancy)		
Faced	0 21	
Choice	0 18½	
Extra choice	0 19½	
12 oz., per pkge.	0 16	
Pears	0 18½	
Drained Peels (old)—		
Citron	0 46	
Lemon	0 40	
Orange	0 41	
Drained Peels (new)—		
Lemon	0 40	0 41
Orange	0 42	0 43
Citron	0 47	0 48
Raisins—		
Malaga, table box of 22 lbs., 3-crown cluster, \$3.25-\$4.00; 4-crown cluster, \$5.00; 5-crown cluster, \$6.00.		
Muscatsels, loose, 2-crown	0 10½	0 11½
Muscatsels, loose, 3-crown, lb.	0 12½	0 16
Muscatsels, 4-crown, lb.	0 13	
Cal. seedless, 15 oz.	0 15½	
Cal. seedless, loose	0 14½	
Fancy seeded, 16 oz. pkgs.	0 14	
Choice seeded, 16 oz. pkgs.	0 13	
Valencias, selected	0 11½	
Valencias, 4-crown layers	0 11½	
Currents, old	0 24	0 29
Cartons	0 32	
80 lb. Ainslia	0 28	
12 oz.	0 26	
Do., new	0 32	
Dates, Excelsior, per case	6 84	7 02
Do., Dromedary	7 92	
Packages only	0 19	0 20
Figs (new), 100 to case	11 00	
Figs (layer), 10-lb. boxes	1 90	2 75
Figs, Spanish (mats)	0 12	
Figs, Portuguese (mats)	0 13	
Figs, Fancy Cal. White (Choice)—		
Pkgs. 16 oz. (10 pkgs.)	1 75	
Pkgs. 10 oz. (12 pkgs.)	1 45	
Pkgs. 8 oz. (20 pkgs.)	2 00	2 50
Pkgs. 6 oz. (50 pkgs.)	3 60	4 75
Pkgs. 4 oz. (70 pkgs.)	3 70	5 00
Prunes —		
California, 40-50s	0 19	
50-lb. boxes, 80-90s	0 14½	
90-100s	0 13	
20-30s	0 25	
30-40s	0 20	
25-lb. cases, 50-60s	0 18	
60-70s	0 17	
70-80s	0 15	0 16
80-90s	0 14	0 15
90-100s	0 13	0 13½
Oregon, 30-40s	0 15½	
40-50s	0 15½	
50-60s	0 12½	

Nuts Again Advance; Supplies Very Good

Montreal.

NUTS.—There have been advances for various nuts again, and while supplies are still available from the States under permit the prices are likely to continue high, and advances will be made from time to time. A good demand has existed and this will probably be a feature for the coming weeks. It will be noted below that jobbers find it necessary to make advances for broken lots of nuts, the quotations given by some jobbers applying to full and unbroken packages.

Almonds (Tara), per lb.	0 28	0 30
Almonds (shelled)	0 49	0 55
Almonds (Jordan)	0 70	
Almonds, Valencia, shelled	0 48	0 55
Almonds, soft shelled Tarragonas	0 22½	0 23½
Brazil nuts (new)	0 20	0 25
Brazil nuts (med.)	0 15	0 17
Filberts (Sicily), per lb.	0 20	0 24
Brazilian in bags	0 26	
Filberts, Barcelona	0 19	0 21
Hickory nuts (large and small), lb.	0 10	0 15
Peanuts (roasted)—		
Bon Tons	0 25	
Diamond "G"	0 21	
Jumbo	0 40	0 60
Fancys, per lb.	0 21	0 25
Extras, per lb.	0 19	0 20
Shelled, No. 1 Spanish	0 18½	0 19½
Shelled, No. 1 Virginia	0 19½	0 20½
Do., No. 2	0 14	

Pecans (new Jumbo), per lb.	0 28	0 30
Pecans, large, No. 2, polished	0 28	
Pecans, New Orleans, No. 2	0 21	0 24
Pecans "paper shell," extra large		
Jumbo	0 60	
Pecans (shelled)	0 20	0 29
Walnuts (Grenoble)	0 16	0 18
Walnuts (new Naples)	0 16	0 18
Walnuts (shelled)	0 75	0 82
Walnuts (Marbots), in bags	0 30	0 33
Walnuts (Spanish)	0 30	0 33

Note—Jobbers sometimes make an added charge to above prices for broken lots.

Bad Bean Weather But Many Harvested

Montreal.

BEANS.—The Quebec bean crop outlook has been very favorable until the present spell of wet set in. This has made a very unfavorable outlook for some farmers. Others were so fortunate as to have garnered their crop before the effect of the rain manifested itself. In speaking of this feature to an authority in Montreal, CANADIAN GROCER was told that probably two-thirds of the crop was safe and part of the remaining third would be alright. It is expected that there will be plenty of beans and that prices should be favorable this coming season.

Beans—

Canadian, hand-picked, bush...	8 25	8 40
Ontario, new crop, 3 to 4 lbs.	8 50	9 00
British Columbia	9 00	
Brown Beans	7 50	
Canadian, 4-5 lb. pickers	7 75	8 00
Japanese	8 25	8 40
Yellow Eyes	8 00	8 50
Rangoon beans, per bushel ..	7 00	7 50
Lima, per lb.	0 19	0 20
Kidney beans	8 00	8 50
Peas, white soup, per bushel ..	4 50	5 00
Peas, split, new crop, bag 98 lbs.	9 50	10 50
Barley (pot), per bag 98 lbs.	6 50	
Barley, pearl, per bag 98 lbs.	7 50	8 25

Paste, Gelatine, Cocoanut and Malt Up

Montreal.

VARIOUS LINES.—Advances are recorded this week for Hirondele alimentary paste. The selling price is now \$3.20 per box of 30 pounds. Cox's powdered gelatine is up 15c per dozen to \$1.50. Loose cocoanut is higher by 2c per pound, the price in pails now being 34c. Pabst malt extract is moved higher to \$3.25 per dozen net.

Potatoes Marked Up; Squash and Tomatoes

Montreal.

VEGETABLES.—Advances for potatoes have been made this week and prices per bag are now \$2.50 to \$2.75. Increased prices obtain also for cauliflower, tomatoes, Huber squash and vegetable marrow. Some of these changes are due to the unfavorable weather conditions and in other cases the supply is well depleted and the season nearing an end. There is much activity for all the standard roots. Corn is scarcer and cucumbers too, with higher prices for both.

Beans, new string (American) basket	2 50	
Beets, new, bag	0 75	1 00
Cauliflower (Montreal), doz.	2 00	
Corn (sweet), doz.	0 20	0 25
Cabbage (Montreal), doz.	0 50	1 00
Carrots, bag	0 85	1 00
Citron	2 00	
Celery (Montreal), doz.	1 00	
Cucumbers (Montreal), doz.	0 75	
Egg plant, doz.	1 00	2 00
Gherkins, box	3 00	

Lettuce, curly (doz.)	0 40	0 50
Lettuce (Montreal), head	1 00	
Leeks	1 00	1 50
Mint	0 20	
Mushrooms, lb.	0 90	
Onion, spring doz.	0 25	
Onions, Can., bag (70 lbs.)	2 00	
No. 1 Yellow (70 lbs.)	2 25	
No. 1, Red (70 lbs.), crate ..	2 50	
Oyster Plant	0 50	
Parsnips, new, bag	2 00	3 00
Parsnips, new, doz. bunches ..	2 00	
Parsley (Canadian)	0 20	
Potatoes, Montreal new (90-lb. bag)	2 50	2 75
Potatoes (New Brunswick), bag.	2 40	2 50
Pumpkins (doz.)	2 00	
Romane	0 50	
Rhubarb, doz.	0 25	0 35
Spinach, box	0 75	
Squash (Huber), doz.	2 50	
Turnips, new, per bag	1 00	
Tomatoes (hothouse), lb.	0 25	
Do., Red, per box	1 50	
Tomatoes, Montreal (box)	2 00	
Do., Rose	1 50	2 00
Vegetable Marrow (doz.)	1 00	
Watercress (Can.)	0 40	

Apples to be High; California Lemons \$6

Montreal.

FRUITS.—Apple prices will rule high and this is due to the somewhat unfavorable reports from various centres. There is a fair variety in the markets now and prices are steady but with advancing tendencies. California lemons are quoted at \$5.50 to \$6 per box. Montreal melons are about done, and cantaloupes are scarcer. Blueberries are finished for the season. There is much activity in peaches, pears, plums and grapes, the latter being very prominent in dealers' sales.

Apples—

Duchess (in bbls.), No. 1	5 50	
Do., (in bbls.), No. 2	4 50	
No. 1 Alexanders, bbl.	5 50	
No. 2 Alexanders, bbl.	5 00	
St. Lawrence (in bbls.) No. 1.	6 00	
Do., Do., No. 2.	5 00	
Wealthy (in bbls.), No. 1	7 00	
Do., Do., No. 2	6 00	
Apricots (Cal.), box	3 00	
Bananas (fancy large), bunch.	4 50	
Canatoloups (45 size), crate	6 50	
Do., (15 size), crate	3 00	
Grapes (California fancy), 4 bask ..	3 00	
Grapes—		
Tokays	2 50	
Malagas	2 50	
Grape fruit (fancy Jamaicas) ..	3 25	3 75
Grape fruit (fancy Porto Ricos) ..	5 00	
80, 96, 112	5 00	
Grape fruit (fancy Porto Ricos) ..	4 75	
54, 46	4 75	
Lemons (fancy new Messina) ..	8 00	9 00
Lemons, California	5 50	6 00
Lemons (choice)	7 00	
Melons, Montreal, Musk (basket of 12)	16 00	
Lemons (California seedless) ..	8 00	
Oranges, Valencia late	10 50	11 00
Oranges, California navels	10 00	
Oranges (bitter)	4 00	5 00
Plums (Cal.), crates	3 00	
Do., basket	1 75	2 00
Do., 11-qt. baskets	1 25	
Do., 6-qt. baskets	0 75	1 00
Do., 11-qt. Pears	1 25	
Pineapples, Cuban (crate)	6 00	
Pineapples, Florida	6 00	
Pears, Cal., eating, small box ..	4 50	
Do., Bartlets	4 25	4 50

Peaches—

No. 1, Canadian—		
11-qt. baskets	1 50	
6-qt. baskets	0 90	

New Flour Selling; Some Feeds Easier

Montreal.

FLOUR AND FEEDS.—An easier feeling has developed for barley feeds. This is a reflection of the easier barley markets. New crop flour is arriving

here, and while it is usual to permit this to age, it will be necessary this year to market it promptly, the supplies of old wheat flour being about absorbed. Millers are now ready to take on new business on the basis of the revised prices and new standards announced in these columns last week.

War Standard, Graham and Whole

Wheat Flours—		
Car lots (on track)	11 50	
Car lots (delivered), Bakers	11 65	
Small lots (delivered)	11 75	
Bran, per ton	37 25	
Shorts	42 25	
Crushed oats	61 00	70 00
Barley meal	60 00	67 00
Barley chop	60 00	67 00
Gluten feed (23% protein)—		
F.O.B. Cardinal	62 00	
F.O.B. Ft. William	60 00	
Feed oats, per bushel	1 03	1 05
Shorts and brand delivered in Montreal	\$2 per	ton extra.

Flour Substitutes

Easier; Cornmeal, Too

Montreal.

CEREALS, SUBSTITUTES.—An easier feeling prevails for some of the substitute flours and favorable prices are usually obtainable from the jobbers. There is a good movement and supplies appear to be quite ample. Cornmeal has ruled easier and slight revisions are made in oatmeal and rolled oats, the quotations given covering the range. It is understood that no further milling of white corn flour is to be permitted after the present supplies are used up. Shredded wheat advanced 25c per case to \$4.50. Buckwheat flour is scarce and higher at \$9.50 per 98-lb. sack.

Self-raising flour—		
5-lb. pkgs., doz.	2 90	
6-lb. pkgs., doz.	5 70	
Cornmeal, Pure Gold	6 75	
Cornmeal (Gold Dust)	6 40	
Cornmeal (bolted)	4 25	4 50
Barley, pearl	6 50	7 00
Barley, pot, 98 lbs.	5 25	5 50
Barley (roasted)	7 50	
Barley flour, 98 lbs.	5 75	6 75
Buckwheat flour, 98 lbs.	9 50	
Corn flour, 98 lbs.	5 80	6 00
Corn flour (standard)	5 45	
Rice flour	8 75	9 00
Oat flour	6 00	
Hominy grits, 98 lbs.	6 75	8 00
Hominy, pearl, 98 lbs.	7 50	8 00
Graham flour	6 40	
Oatmeal (standard-granulated and fine)		
Peas, Canadian, boiling, bush.	4 80	5 50
Split peas	9 00	11 25
Rollod oats, 90-lb. bags	5 20	5 50
Rollod oats (family pack.), case		
Oatmeal (packages) fine cut.	5 70	
Rollod oats (small size), case	2 00	2 05
Rollod wheat (100-lb. bbls.)	6 75	8 00
Rye flour (Can.), 98 lbs.	6 75	7 00
Do. (American), 98 lbs.	6 85	
Tapioca flour, lb.	0 15	

Peppers to Advance;

Cassias Scarce

Montreal.

SPICES.—There is evidence of higher prices for peppers, both black and white, in the near future. The market here is very strong. Cassias are very scarce and it is not easy to procure requisite supplies of these. Better demand is experienced in some respects, the city trade being much improved. Supplies have been in good shape among the jobbers.

5 and 10-lb. boxes		
Allspice	0 20	0 22
Cassia (pure)	0 35	0 37
Cloves	0 75	0 77
Cream of tartar	0 95	1 00
Ginger	0 30	0 40
Ginger (Cochin or Jamaica)	0 30	
Mace	0 30	1 00
Mixed spice	0 30	0 32
Nutmegs	0 45	0 50
Pepper, black	0 42	0 45
Pepper, white	0 48	0 50
Pepper (Cayenne)	0 35	0 37
Pickling spice	0 25	0 27
Paprika	0 65	0 70
Turmeric	0 28	0 30
Tartaric acid, per lb. (crystals or powdered)	1 30	
Cardamom seed, per lb., bulk	2 00	
Carraway, Dutch, nominal	0 80	0 90
Cinnamon, China, lb.	0 30	
Cinnamon, per lb.	0 35	
Mustard seed, bulk.	0 35	0 40
Celery seed, bulk.	0 70	
Shredded cocoanut, in pails.	0 21	0 23
Pimento, whole	0 20	0 22
For spices packed in cartons add 3½ cents a lb. and for spices packed in tin containers add 10 cents per lb.		

Movement Japan Teas;

Prices Are Held

Montreal.

TEAS.—There is a better movement of Japan grades of teas in this market and buyers are not only making enquiries but are securing stock. The basis is very firm, and it is but natural that buying is carefully considered. Country dealers, having supplied themselves with good stocks last spring, will have required time to liquidate these. There is a considerably active spot market in the States, cheaper grades Formosas, Chinas and Japans figuring prominently.

Ceylon and Indias—		
Pekoe, Souchongs, per lb.	0 47	0 49
Pekoes, per lb.	0 51	0 54
Orange Pekoes	0 55	0 57
Japan Teas—		
Choice	0 65	0 70
Early Picking	0 53	0 58
Javas		
Pekoes	0 41	0 43
Broken Orange Pekoes	0 43	0 45
Orange Pekoes	0 46	0 49
Inferior grades of broken teas may be had from jobbers on request at favorable prices.		

ONTARIO MARKETS

TORONTO, October 2.—Macaroni has advanced and sal soda is also higher in price, given out to the trade this week. Maple butter, stove polish, shoe polish and toilet paper are other lines to advance, and a decline in Crisco has been made. New prices on lobsters are higher. Business is considered very satisfactory though the sugar outlook remains difficult, and there is no ray of hope in the salmon situation.

Sugar Allotment

Announced; Supplies Small

Toronto.

SUGAR.—It is understood that allotment which will be made to wholesale grocers has been determined upon for the last four months of the year. This will be determined on the basis of sales for 1917, and wholesalers will be given sugar up to 80 per cent of this amount for a four months' period. There is no

Coffee Moves Well

on Steady Basis

Montreal.

COFFEE.—The volume of trading continues satisfactory on an unchanged basis. There is naturally a somewhat better sale for this line now, and at full prices. In outside importing markets there is little new, spot trading being dull.

The sale of cocoa is improving, colder weather making for a more general use of the same. Prices are steady and unchanged.

Coffee, Roasted—

Bogotas, lb.	0 29½	0 33
Jamaica, lb.	0 25	0 29
Java, lb.	0 39	0 42
Maracaibo, lb.	0 28½	0 31
Mocha, lb.	0 34	0 38
Mexican, lb.	0 23	0 27
Rio, lb.	0 24	0 28
Santos, Bourbon, lb.	0 28	0 31
Santos, lb.	0 27	0 30

Cocoa—

Bulk cocoa (sweet)	0 25	
Bulk cocoa (sweet)		

Honey Prices Hold,

Sales Better

Montreal.

HONEY, MAPLE PRODUCTS.—Prices are held well on honey and the movement of large round lots the past week has served to firm the market. The price basis is unchanged but tendencies indicate that honey will be held on a firm and high price basis.

Maple syrup and sugar are unchanged but the supply is continually getting smaller, and prices are therefore unlikely to hold long on the present range.

Maple Product—

Syrup, 13 lbs. Imp. meas., gal.	1 90	2 00
Syrup, 5-gal. tins, per gal.	1 85	
8½-lb. tins	1 35	1 45
Sugar, in blocks, per lb.	0 22	0 25

Honey, Clover—

Comb (fancy)	0 30	
Comb (No. 1)	0 28	
In tins, 60 lbs.	0 26	
30-lb. pails	0 27	
10-lb. pails	0 28	
5-lb. pails	0 28	
Honey Buckwheat, tins or bbls.	0 23	

guarantee held out that this amount will be forthcoming, but this is the maximum that will be allowed. If the amount were to be used up in one month a grocer would be compelled to do without for the other three. It is understood that the coupon system has also been adopted, and this should work out a little more satisfactorily than the certificate plan. The price of Java sugars has been determined upon and license to export at any figure under agreed price will not be granted. Supplies locally are still light and there is not much chance of any immediate improvement as had been hoped.

Atlantic, extra granulated	9 79
St. Lawrence, extra granulated	9 79
Acadia Sugar Refinery, extra granulated ..	10 04
Can. Sugar Refinery, extra granulated ..	9 04
Dom. Sugar Refinery, extra granulated ..	9 79

Canada Sugar differentials: 50-lb. sacks, 10c over 100-lb.; 20-lb. gunnies, 25c advance; 10-lb. gunnies, 40c advance; 5-lb. cartons, 50c advance; 2-lb. cartons, 60c advance. St. Lawrence differentials: In 25-lb. gunnies, 25c over 100 lb.; 20-lb. gunnies, 40c advance; 10-lb. gunnies, 50c ad-

vance: 5-lb. gunnies, 60c advance; 5-lb. cartons, 60c advance; 2-lb. cartons, 70c advance. Atlantic differentials: 20-lb. bags, 40c advance over 100 lb.; 10-lb. gunnies, 50c advance; 5-lb. cartons, 50c advance; 2-lb. cartons, 70c advance. Acadia sugar differentials: 20-lb. bags, 35c advance over 100 lbs.; 10-lb. gunnies, 45c advance; 5-lb. cartons, 45c advance; 2-lb. cartons, 50c advance. Barrels of granulated and yellow may be had at 5c over above prices, which are for bags. Fancy sugars make a corresponding increase when put up in small packages. No. 1 yellow is 30 to 40c per 100 lbs. under granulated, No. 2 yellow is 10 to 20c per 100 lbs. under No. 1 yellow, and No. 3 yellow 20c to 30c less than No. 1.

Macaroni Goes Up; Crisco Goes Down

Toronto.

MACARONI, CRISCO.—A higher level of prices has been reached on macaroni and quotations now prevailing are for 20s, \$2.20; 10s, \$1.10; 5s, 60 cents, and 1-pound packages, \$3.75 per dozen. A new price has also been given out on Crisco, which provides for a reduction of 50 cents per case. To-day's price on the new basis is \$10.50 per case.

Sal soda has registered an advance in bags of 100 pounds, being quoted at \$2.00 per bag; A & H 36s, \$2.40 per case; crystal 36s, \$2.35 per case. 2 in 1 shoe polish No. 3 size, black, tan, ox blood and white paste, \$1.30 per dozen and Black Knight stove polish at \$1.30 per dozen, are both lines which have registered new prices and higher levels. Small's maple butter at \$5.50 per case, is also higher. Toilet paper has registered an increase in price. Stonewall Jackson cigars at \$55.00 and Lord Tennyson at \$48.00 per thousand are higher.

Profit Deals Cancelled; Prices Firm

Toronto.

O'CEDAR PROFIT DEALS.—It is intimated by the manufacturers that owing to the continual increases in the cost of raw materials of all descriptions, including packing cases, and the general advance in freight rates and operating expenses they have been compelled to cancel, on and after October 1, 1918, all Profit Deals on O-Cedar Products, namely, No. 51, 52, 54, 59, 61, 62, 63, 64, 65, 66, 67, and 68.

Duster No. 11 and Duster Cloths No. 12 and 13 have also been cancelled as the advancing cost of material and difficulty of delivery, it is stated, makes such action necessary.

No change in prices of regular lines has been made, these ruling at following levels.

O'Cedar Products—	Per Dozen.
4 oz. Polish (bottles)	\$2.00
12 oz. Polish (bottles)	4 00
Quarts Polish (cans)	10 00
Half-Gallons Polish (cans)	16 00
Gallons Polish (cans)	24 00
No. 1 Polish Mop, round shape	12 00
No. 3 Polish Mop, triangular shape	12 00
No. 5 Duster Mop, round shape	12 00
No. 14 Duster Mop, triangular shape	12 00
No. 10 Duster, Red Handle, large size	6 00
Extra Mop Handles, 54 inch (9 lbs. to doz.)	1 20

May Eliminate Smallest Containers

Toronto.

MOLASSES, SYRUPS.—There is some talk in the United States of the small size containers of molasses being elimin-

ated. No definite action has been taken as yet, but it is understood that everything smaller than 2½s will be eliminated. Whether orders now placed will be allowed to come through is still undecided. In the meantime, stocks are none too plentiful, sales are good, and the outlook is by no means discouraging. Syrups are moving forward very freely, the increased use of corn syrup as a substitute for sugar influencing sales materially. Range of quotations on various grades follows:

Corn Syrups—		
Barrels, Crown or Bee Hive, per lb.	0 07½	
Cases, 2-lb. tins, Crown or Bee Hive, 2 doz. in case	4 80	
Cases, 5-lb. tins, Crown or Bee Hive, 1 doz. in case	5 40	
Cases, 10-lb. tins, Crown or Bee Hive, ½ doz. in case	5 10	
Cases, 2-lb. tins, Lily White or White Clover, 2 doz. in case	5 30	
Cases, 5-lb. tins, Lily White or White Clover, 1 doz. in case	5 90	
Cases, 10-lb. tins, Lily White or White Clover, ½ doz. in case	5 60	
Half barrels, ¼c over bbls.; ¼ bbls., ½c over bbls.		
Cane Syrups—		
Barrels and half barrels, lb....	9 25	9 50
Cases, 2-lb. tins, 2 doz. in case	6 50	7 00
Molasses—		
Fancy, Barbadoes, barrels	1 05	1 10
Choice Barbadoes, barrels	0 95	1 00
West India, ½ bbls., gal.	0 56	
West India, No. 10, kegs	6 50	
West India, No. 5, kegs	3 25	
Tins, 2-lb., table grade, case 2 doz., Barbadoes	4 90	
Tins, 3-lb., table grade, case 2 doz., Barbadoes	6 75	
Tins, 5-lb., 1 doz. to case, Barbadoes	5 30	
Tins, 10-lb., ½ doz. to case, Barbadoes	5 20	
Tins, 2-lb., baking grade, case 2 doz.	5 50	
Tins, 3-lb., baking grade, case of 2 doz.	7 40	
Tins, 5-lb., baking grade, case of 1 doz. ....	....
Tins, 10-lb., baking grade, case of ¼ doz. ....	....
West Indies, 1½, 48s	6 80	

Lobsters Go Up; Jams Are Firm

Toronto.

CANNED GOODS.—An advance has been registered in lobster during the week. Mephisto in ¼s are being quoted at \$2.25 per dozen, and in ½s, \$3.75; Eastern, ¼s at \$2.00 per dozen and Gold Medal ¼s at \$2.10 per dozen, have also followed the upward trend. A general stiffening of jam prices is noticeable, black currant 4s now being quoted at 98 cents for all grades in some quarters; this provides for an advance on some makes. Business generally is along very satisfactory lines, and wholesalers are well satisfied with the amount of business they are handling.

Following prices on canned goods are general quotations from wholesaler to retailer and not F.O.B. factory prices.

Salmon—		
Sockeye, 1s. doz.	4 00	4 50
Sockeye, ½s. doz.	2 40	2 50
Alaska reds, 1s. doz.	3 75	3 85
Chums, 1-lb. talls	2 35	2 60
Do., ½s. doz.	1 35	1 45
Pinks, 1-lb. talls	2 25	2 60
Do., ½s. doz.	1 35	1 50
Cohoos, ½-lb. tins	1 85	1 90
Cohoos, 1-lb. tins	3 45	3 75
Red springs, 1-lb. talls	3 65	3 95
White springs, 1s. dozen	2 30	2 35
Lobsters, ¼-lb., doz.	3 75	
Canned Vegetables—		
Beets, 3s	1 50	2 30
Tomatoes, 2½s	2 50	2 75
Peas, standard	1 55	1 95
Peas, early June	1 67½	2 25

Beans, golden wax, doz.	2 00	2 10
Asparagus tips, doz.	3 42½	3 45
Asparagus butts	2 00	2 02½
Corn, 2s, doz.	2 45	2 65
Pumpkins, 2½s	1 80	2 00
Spinach, 2s, doz.	1 90	
Do., 2½s. doz.	2 52½	2 55
Do., 10s, doz.	7 55	7 57½
Succotash, No. 1, doz.	2 00	2 35
Pineapples, sliced, 2s, doz.	3 20	3 50
Do., shredded, 2s, doz.	3 00	3 02½
Rhubarb, preserved, 2s, doz.	2 07½	2 10
Do., preserved, 2½s, doz.	2 65	2 67½
Do., standard, 10s, doz.	4 50	4 52½
Cherries, 2s	2 75	2 90
Peaches, 2s	2 10	2 40
Pears, 2s	1 85	2 00
Plums, Lombard, 2s	1 76	
Plums, Green Gage	1 80	1 95
Raspberries, 2s, H.S.	4 50	
Strawberries, 2s, H.S.	4 50	
Blueberries, 2s	2 10	2 35
Preserved Fruits, Pint Sealers—		
Peaches, pint sealers, doz.	3 40	3 45
Jams—		
Apricot, 4s, each	0 84	
Black currants, 16 oz., doz.	3 40	3 90
Do., 4s, each	0 98	
Gooseberry, 4s, each	0 84	
Peach, 4s, each	0 82	
Red currants, 16 oz., doz.	3 45	
Raspberries, 16 oz., doz.	3 40	4 25
Do., 4s, each	0 98	1 10
Strawberries, 16 oz., doz.	3 90	4 25
Do., 4s, each	1 08	1 10

Figs Being Offered; Prices High

Toronto.

DRIED FRUITS.—There are some Comadre figs being offered subject to export license being obtainable, and import license being granted. Quotations to-day range about 150 per cent. higher than last year. The cheapest grade figs in mats could not retail under 20 to 25 cents per pound, it is indicated from quotations now available. Latest advices from the States indicate that the Government will very likely take over the entire prune crop, which means that supplies for Canada will be confined to any that may be rolling at the present time plus stocks on hand. Raisins are selling very freely and already some shipments are rolling to wholesalers' warehouses. The crop is turning out splendidly and a good increase in sales over previous years is looked for.

Apples, evaporated, Ontario.	0 18	0 20
Do., do., Nova Scotia	0 17	
Apricots, unpitted	0 16½	
Do., fancy, 25s	0 30	
Do., choice, 25s	0 25	0 27
Do., standard, 25s	0 24	0 26
Candied Peels, American—		
Lemon	0 43½	
Orange	0 45½	
Citron	0 53	
Currents—		
Grecian, per lb.	0 26	0 28
Australians, lb.	0 30	0 35
Dates—		
Excelsior, kgs., 3 doz. in case	6 50	6 75
Dromedary dates, 3 doz. in case	7 50	7 75
Figs—		
Taps, lb. ....	....	....
Malagas, lb. ....	....	....
Comadre figs, mats, lb.	0 13	0 14
Cal., 8 oz. pkgs, 20s, case	1 80	
Cal., 10 oz., 12s, case	1 40	
Prunes—		
30-40s, per lb., 25s, faced. ....	....	0 18
40-50s, per lb., 25s, faced.	0 16½	0 19
50-60s, per lb., 25s, faced.	0 15	0 16½
60-70s, per lb., 25s, faced.	0 13½	0 14
70-80s, per lb., 25s, faced.	0 13½	0 14
80-90s, per lb., 25s, unfaced.	0 12	0 13½
90-100s, per lb., 25s, faced.	0 11	0 12
Crawfords	2 25	2 50
Elbertas	2 00	2 25
Peaches—		
Standard, 25-lb. box	0 15½	0 17
Choice, 25-lb. boxes	0 18½	0 19
Fancy, 25-lb. boxes	0 22	
Practically peeled, 25-lb. boxes	0 22	
Extra fancy	0 23	

Raisins —		
California bleached, lb.	0 15	
Valencia, Cal., 0 10½	0 11	
Valencia, Spanish		
Seeded, fancy, 1-lb. packets..	0 12½	0 13½
Seedless, 12-oz. packets.....	0 12	0 12½
Seedless, 16-oz. packets	0 14	0 15
Seedless, bakers, Thompsons, 50s	0 13½	0 15½

Teas Firm;

Interest in Greens

Toronto.

TEAS.—There are few new developments in the situation during the week. A greater interest is noticeable among the trade generally, this being distinctly noticeable in greens. Ceylons and Indians are also moving forward quite freely according to some sources, and altogether the tea trade is working down to a somewhat better basis than has existed for some time past.

Ceylon and India—		
Pekoe Souchongs	0 46	0 48
Pekoes	0 48	0 56
Broken Pekoes	0 56	0 58
Orange Pekoes	0 58	0 60
Broken Orange Pekoes	0 60	0 62
Javas—		
Broken Pekoes	0 45	0 48
Japans and Chinas—		
Early pickings, Japans		0 50
Second pickings	0 40	0 48
Hyson Thirds, lb.	0 40	0 48
Do., Seconds	0 50	0 55
Do., sifted	0 50	0 62

Coffee Sales

Good; Firm Market

Toronto.

COFFEE.—Sales are maintained at a very satisfactory level and the market rules with a firm undertone. Present stocks are none too heavy, but the outlook is not too serious for the next couple of months it is generally conceded.

Coffee—		
Bogotas, lb.	0 33	0 36
Guatemala, lb.	0 29	0 31
Maracaibo, lb.	0 30	0 35
Mexican, lb.	0 32	0 36
Jamaica, lb.	0 31	0 36
Blue Mountain Jamaica		0 46
Mocha, Arabian, lb.		
Rio, lb.	0 26	0 32
Santos, Bourbon, lb.	0 32	0 35
Chicoory, lb.		0 25
Cocoa—		
Pure, lb.	0 25	0 30
Sweet, lb.	0 18	0 20

Improved Demand

Manifest; Prices Firm

Toronto.

SPICES.—A considerable improvement in the demand is noticeable, and all lines are moving forward freely. Peppers are not as strong, it is stated, while all other lines are ruling with a very good undertone.

	Per lb.	
Allspice	0 18	0 25
Cassia	0 33	0 45
Cinnamon	0 45	0 60
Cayenne	0 30	0 35
Cloves	0 75	0 85
Ginger	0 30	0 45
Herbs — sage, thyme, parsley,		
mint, savory, marjoram	0 40	0 70
Pastry	0 28	0 40
Pickling spice	0 22	0 30
Mace	0 90	1 10
Peppers, black	0 44	0 46
Peppers, white	0 50	0 55
Paprika, lb.	0 60	0 65
Nutmegs, selects, whole, 100s ..	0 45	0 50

Do., 80s	0 55	
Do., 64s	0 60	0 65
Mustard seed, whole	0 35	0 45
Celery seed, whole		0 75
Coriander, whole	0 25	0 35
Caraway seed, whole	0 90	1 00
Tumeric		0 30
Cream of Tartar		
French, pure	1 00	1 10
American high test		
2-oz. packages, doz.	2 00	
4-oz. packages, doz.	3 50	
8-oz. tins, doz.	6 75	6 85
Tartarine, barrels, lb.		0 21
Do., kegs, lb.		0 23
Do., pails, lb.		0 25
Do., 4 oz., doz.		0 90
Do., 8 oz., doz.		1 75
Do., 16 oz., doz.		3 25

Heavy Shipments of

Nuts Being Made

Toronto.

NUTS.—Heavy shipments are being made this month and dealers are well satisfied with volume of business going forward. Prices on all lines are very firm, and a general advance in almonds, walnuts and filberts in the shell is noted, the first two being up two or three cents a pound and filberts about six cents.

Almonds, Tarragonas, lb.	0 28	0 30
Walnuts, Bordeaux	0 28	0 30
Walnuts, Grenobles, lb.		
Walnuts, Manchurian, lb.		
Filberts, lb.	0 28	0 30
Pecans, lb.		0 27
Peanuts, Jumbo, roasted	0 24	0 27
Do., Fancy, roasted	0 23	0 24
Brazil nuts, lb.	0 20	0 22
Cocconuts, 100s		7 50
Shelled—		
Almonds, lb.		0 55
Filberts, lb.	0 28	0 30
Walnuts, lb.	0 78	0 82
Peanuts, Spanish, lb.	0 19	0 20
Do., Chinese, 30-32 to oz.	0 17	0 18
Brazil nuts, lb.		0 85

Beans Dull

and Uninteresting

Toronto.

BEANS.—The market is without feature during the week. Stocks on hand are still heavy and buying interest seems to be lacking. Quotations have held firm and unchanged at lower levels reached in some quarters last week.

Ontario, 1-lb. to 2-lb. pickers, bu.	6 50	6 75
Do., hand-picked		8 00
Can. White Kidney Beans, bush.	8 40	9 00
Japanese Kotosashi, per bush.		8 00
Rangoons, per bush.	6 00	6 50
Limas, per pound	0 17½	0 19

Sales Rices

Considered Good

Toronto.

RICES.—The demand continues along very satisfactory lines, and the comparatively high prices have apparently restricted the demand only in a small way. Stocks continue sufficiently heavy to take care of the demand, and the basis of quotations remains as follows:

Texas, fancy, per 100 lbs.	12 50	13 00
B'ue Rose Texas, per 100 lbs.	12 75	13 50
Honduras, fancy, per 100 lbs.	13 00	13 50
Siam, fancy, per 100 lbs.	10 50	11 50
Siam, second, per 100 lbs.	10 00	11 00
Japans, fancy, per 100 lbs.	11 00	12 00
Japans, second, per 100 lbs.	10 00	11 00
Chinese XX, per 100 lbs.	9 50	10 50
Do., Simiu		13 00
Do., Mujin, No. 1		12 00
Do., Pakling		11 50
Tapioca, per lb.	0 14	0 15
White Sago	0 14¾	0 16

Shredded Wheat

Biscuits Are Up

Toronto.

PACKAGE GOODS.—An advance of 25c per case has been recorded in Shredded Wheat biscuits during the week, making to-day's prices read for 36's regular \$4.50. Triscuit is also up, new quotations being made at \$2.40 case. Other lines of package goods are firmly held and the demand for all considered normal.

Cornflakes, per case	4 00	4 25
Rollod oats, round, family size, 20s		5 60
Rollod oats, round, regular 18s, case		2 00
Rollod oats, square, 20s		5 60
Shredded wheat, 36s, case		4 50
Cornstarch, No 1, pound cartons		0 11½
Do., No. 2, pound cartons		0 10¾
Laundry starch, in 1-lb. cartons ..	0 10½	0 11½
Do., in 6-lb. tins		0 13¼
Do., in 6-lb. boxes		0 13¼
Do., in 100-lb. kegs		0 11¼

Honey Moving;

Maple Syrup Steady

Toronto.

HONEY, MAPLE SYRUP.—The demand for honey holds at very satisfactory levels, and the market is holding firm. Supplies now on hand are very good and the requirements of the trade are being taken care of satisfactorily. Maple syrup continues steady, sales being normal and prices unchanged.

Honey—

Clover, 2½-lb. tins		0 29
5-lb. tins	0 28	0 28½
10-lb. tins		0 28
Buckwheat, 60-lb. tins	0 27½	0 28
Comb, No. 1, fancy, doz.	3 75	4 25
Do., No. 2, doz.		3 00

Maple Syrup—

No. 1, 10-lb. tins, 6 to case		15 10
No. 2, 5-lb. tins, 12 to case		17 10
No. 3, 2½-lb. tins, 24 to case		18 50
No. 3, 32-oz. bottles, 24 to case		16 70
Gallon tins, Imperial, per gal.		2 25
5-gallon tins, Imperial, per tin		10 50
Barrels, 25 or 40 Imp. gals., gal		2 00

Barrel Apples

Appear; Box Coming

Toronto.

FRUIT.—A very fair range of barrel apples have arrived on the market and quotations named are given below. A better supply of box apples is also arriving from B.C., McIntosh reds predominating, with Jonathans expected almost daily. The outlook for grapes is uncertain, the crop suffering in quality and quantity through recent rains in California. Late varieties are an unknown quantity as yet and no Spanish are expected. Some Mexican oranges are looked for in a couple of weeks, and Floridas around the end of the month. Prospects generally are better than at this time last year. Lemons are slightly easier in view of light demand. Some imported pears are arriving and Florida grapefruit is looked for this week or early next. Range of quotations on the various lines follows:

Apples—

Early, 11-qt. basket	0 30	0 50
Do., B.C. Crab, box	2 25	2 50
Do., Crab, 11-qt. basket	0 65	0 75
Do., B.C. McIntosh Reds, box	3 25	3 50
Do., Colverts, No. 1, bbl.		4 50
Do., Colverts, No. 2, bbl.		4 25
Do., Colverts, No. 3, bbl.		3 50

Do., Wealthy, No. 1, bbl.	5 00	
Do., Wealthy, No. 2, bbl.	4 50	
Do., Wealthy, No. 3, bbl.	4 00	
Do., Alexanders, No. 1, bbl.	5 00	
Do., Alexanders, No. 2, bbl.	4 50	
Do., Alexanders, No. 3, bbl.	4 00	
Do., St. Lawrence, No. 1, bbl.	5 00	
Do., St. Lawrence, No. 2, bbl.	4 50	
Do., St. Lawrence, No. 3, bbl.	4 00	
Do., Wolf River, No. 1, bbl.	5 00	
Do., Wolf River, No. 2, bbl.	4 50	
Do., Wolf River, No. 3, bbl.	4 00	
Bananas, per lb.	0 06	0 06 1/2
Cranberries, bbls.	12 50	13 00
Do., 1/2 bbls.		7 00
Grapes, Cal., Malagas, crate	2 60	3 25
Do., Cal., Tokays, crate	3 25	3 50
Do., Canadian, basket	0 38	0 40
Grapefruit—		
Jamaican, 64s, 80s, 96s	6 00	
Oranges—		
Valencias—		
126s	10 00	10 50
150s, 176s	10 00	10 50
200s, 216s, 250s		10 50
288s		10 50
324s, 360s	6 50	7 00
Jamaicas—		
176s, 200s, 216s		7 50
Lemons, Cal., case	5 00	6 50
Do., Messina Verdellis, box		7 50
Pineapples—		
Floridas, 30s, 36s, case	5 50	8 00
Peaches, Can., 6-qt. flats	0 50	0 55
Do., 6-qt. Lenos	0 75	0 85
Do., 11-qt. flats	1 15	1 25
Do., 11-qt. Lenos	1 25	1 75
Pears, Cal., Howells, box	4 75	
Do., Can., 6-qt. basket		0 65
Do., do., 11-qt. basket	1 00	1 25
Plums, Can., 6-qt. basket	0 40	0 60
Do., Howells, box		5 00
Do., Can., 11-qt. basket	0 90	1 15

Onions Easier; Potatoes Scarce

Toronto.

VEGETABLES.—Onions show a slight decline in price during the week. Supplies are good and interest in the trade general. Potatoes are still scarce on this market. Reports on early potatoes indicate that these show signs of rot, though quality of the later varieties is as yet unknown. Prices on sweet potatoes are lower. These are coming in fairly liberal quantities now and the quality is said to be very good. Little interest seems manifest in tomatoes, and prices are lower.

Cabbage, Can., crate	1 35	
Do., do., doz.	0 75	0 90
Cantaloupes—		
Do., Can., 11-qt. basket	0 40	0 50
Do., Can., Salmon Flesh, 16-qt. basket		1 00
Carrots, doz. bbls.	0 20	0 30
Corn, doz.		0 25
Cucumbers, Can., basket	0 35	0 50
Gherkins, 6-qt. basket	1 00	1 25
Do., 11-qt. basket	1 50	2 00
Egg Plant, basket	0 35	0 50
Onions, Can. Yellow, 100-lb. bag	2 50	2 75
Do., 75-lb. bag		2 50
Do., Pickling, 11-qt. basket	1 25	2 25
Parsley, basket	0 40	0 50
Peppers, green, basket	0 75	1 00
Potatoes, New Jersey sweet, hamper	3 00	3 50
Potatoes, Canadian, bag		2 50
Tomatoes, 6-qt. basket		0 20
Do., 11-qt. basket	0 25	0 40
Turnips, basket		0 30
Vegetable Marrows, crate	0 25	0 30

Mills Now in Operation; Outlook Fair

Toronto.

FLOUR.—Mills generally, both east and west, are now operating on new crop wheat, and the outlook is very fair. Lake and rail transportation is affected through scarcity of men to man the boats but all rail shipments of grain are coming along quite liberally.

FLOUR

Government Standard, 74% Extraction.
Manitoba Wheat Flour, in carload shipments, on track, bbl. \$11 50

No Difficulty Selling Feeds

Toronto.

MILL FEEDS.—There is no difficulty experienced in selling feeds—the trouble lies in taking care of the demand. These are conditions facing the mills and likely to continue for some time to come unless something unforeseen develops.

MILL FEEDS—

	In carlots, track
Bran, per ton	\$37 00
Shorts, per ton	42 00

Cornmeal in Sharp Decline; Supplies Fair

Toronto.

CEREALS.—Cornmeal has undergone a sharp decline in some quarters, prices named to-day on golden 98's being \$5.25, and on fancy yellow 98's \$5.00. Oatmeal is also slightly easier at \$5.80 in 98's, whereas other lines show little change. Business is very good and demands of the trade being well looked after.

	Single Bag Lots	F.o.b. Toronto
Barley, pearl, 98s	7 00	7 50
Barley, pot, 98s	5 50	6 00
Barley Flour, 98s	6 50	6 75
Buckwheat Flour, 98s		
Cornmeal, Golden, 98s	5 25	6 50
Do., fancy yellow, 98s	5 00	5 40
Corn flour, white, bbl.	11 00	11 15
Do., Government standard, bbl.	10 00	10 15
Graham flour, 98s	6 00	7 00
Hominy grits, 98s	6 25	6 60
Hominy, pearl, 98s	6 25	6 60
Rollod oats, 90s	5 25	5 50
Oatmeal, 98s	5 80	6 50
Potato Flour, lb.		0 18
Oat Flour		6 20
Rollod wheat, 100-lb. bbl.	6 75	7 00
Rice Flour, per 100 lbs.	9 50	12 00
Rye Flour, 98s	7 25	7 75
Peas, split	8 50	9 00
Blue peas	0 11	0 15

Above prices give range of quotations to the retail trade.

WHOSE CLERK WAS THIS?

You have seen a fellow painting a house, smoking a cigarette and swinging the brush as though he didn't mean it and paying attention to everything but the house right before him. That's a dawdler.

The writer has for ten minutes taken him in from the window of his room in a Broadway hotel.

But don't think for a minute that the "dawdlers" all belong to the painter class. They belong to all classes, and sorry to relate, the grocery is seldom an exception.

Standing in front of a very handsome looking store on St. Catherine street, Montreal, one morning last week, we watched the placing of the fruit display on the sidewalk in front of the window.

There was dawdler among the bunch that was at work, and in putting a basket of apples on the stand a couple of fine ones fell at his feet.

You would hardly believe it, but instead of picking them up, he actually kicked them under the stand.

He was a pure type.
—Modern Merchant and Grocery World, Philadelphia.

CALIFORNIA GROCERS CO-OPERATE IN MARMALADE MANUFACTURE.

During the year a number of California fruit exchange associations purchased a controlling interest in a company successfully manufacturing and marketing orange and grapefruit marmalade. Arrangements are now being made for the exchange shippers generally to join in the movement, mutualizing the marmalade company and making it the nucleus to develop a by-product business to utilize the orange and grapefruit culls.

PROHIBIT EXPORT OF PORTUGUESE OIL.

As olive oil is considered a necessity in Portugal, and as the future crop of olives will not be equal to the local demand the Government has prohibited its exportation, excepting to the islands of Azores and Madeira and the African colonies. Sardine packers are prohibited from using olive oil of more than one degree acidity, and must pay a tax on all oil used, either domestic or foreign.

WHALE STEAK SOON TO BE ON MONTREAL MARKET

The Montreal public is soon to have an opportunity of tasting a new food—whale steak—put up in one pound tins in Victoria, B. C. This new line of canned goods has been freely bought by the jobbers, and will probably reach the dealers at \$1.95 per dozen, making it a twenty cent seller. In appearance and flavor whale meat is said to resemble boiled beef, and to be quite as nutritious as any varieties of canned fish.

DEALERS URGED TO HELP SOLVE TRANSPORTATION PROBLEM

A circular has been sent out by the Railway Board to country merchants urging them to stock all goods perishable by frost, by the first of October, such lines as pickles, mustards, catsups, etc. The dealers by carrying out this suggestion will facilitate the releasing of the rolling stock for the movement of grain later on in the month of October.

WORTH A SMALL BET

"It is proposed to raise the United State draft age to 45 years."—News Despatch.

If, as seems
Possible, the
Draft age
Is raised
To forty-five,
Maybe some of
These chesty
Old earthworms
Who have
Been annoying
You to death
About their
Deep regret
At being
Too old
To get in
The army
Will shut up.

—Macon Daily Telegraph

WEEKLY MARKET REPORTS BY WIRE

Statements From Buying Centres, East and West

British Columbia

FROM VANCOUVER, BY WIRE.

Vancouver, Oct. 1.—Error in transmission made price of flour \$10.30 instead of \$10.80. Siam rice advanced \$4.20 a ton on number one. Japanese beans have come down to 10 to 12c lb. New crop of local beans expected to come on at 10 cents. Potato market continues firm. Lard is firm and bacon has advanced fractionally. Fresh eggs, cartons, are now 75 cents a dozen. Oranges are \$10 to \$10.50. Business for the month was quiet in grocery circles; in fruit and produce it was fairly brisk.

VANCOUVER, B.C.:

Sugar, pure cane, gran., 100 lbs.	9 45
Flour, war grade, Manitoba, per bbl., in car lots	10 80
Rice, Siam, No. 1, per ton	4 20
Do., Siam, No. 2	1 85 1 90
Rice, China, 44 lb. mats, No. 1	1 90 1 95
Do., No. 2	1 75 1 89
Beans, Japanese, per lb.	0 10 0 12
Beans, B.C., white	0 14½ 0 15
Potatoes, per ton	28 00 32 00
Do., new, per lb.	0 02½
Lard, pure, in 400-lb. tierces, lb.	0 32½
Lard compound	0 26 0 26½
Butter, fresh made creamery, lb.	0 52
Cheese, Canadian	0 26½
Margarine	0 32½
Eggs, new-laid, in cartons, doz.	0 75
Oranges, box	10 00 10 50
Lemons	8 50

Alberta Markets

FROM CALGARY, BY WIRE.

Calgary, October 1.—Crisco is down fifty cents case, sugar five cents hundred. Lard is also easier, threes now \$18.60. Flour is up to \$10.95 barrel. Siam rice firm at \$10.75 and \$11.00. Large cheese up to \$26.00 to \$27.00, \$25.00 local make. Washing powder advanced forty cents case. Shredded wheat 25 cents case higher. New table figs are here, tens five row, \$2.45. Advances on rolled oats and creamery butter expected. Storage eggs are \$14.00 case, newlaid \$14.00 to \$15.00. Life-buoy soap up 25 cents. Lemons are \$9.50 case. Local potatoes are easier at \$30.00.

CALGARY:

Beans, small, lb.	0 09	0 11
Flour, 98s, per bbl.	10 95	
Rye flour, 49s, per bbl.	12 20	
Cornmeal, 24s, per bbl.	12 30	
Molasses, extra fancy, gal.	1 15	
Rollad oats, 80s	4 80	
Rice, Siam, cwt.	10 75	11 00
Rice, Japan	11 00	12 00
Rice, China, per mat, No. 1	5 10	
Do., No. 2	4 70	
Tapioca, lb.	0 14	
Sago, lb.	0 14	

Sugar, pure cane, granulated, cwt.	10 87
Cheese, No. 1, Ontario, large	0 26 0 27
Butter, creamery, lb.	0 49
Do., dairy, lb.	0 35 0 40
Lard, pure, 3s, per case	18 60
Eggs, new-laid, case	14 00 15 00
Candied peel, lemon, lb.	0 36
Tomatoes, 2½s, stand. case, spot	4 10 4 20
Corn, 2s, standard case	5 50
Do., new	3 35 3 60
Peas, 2s, standard case	3 60
Apples, gals., Ontario, case	2 20 2 85
Strawberries, 2s, Ontario, case	7 50 8 10
Do., new pack	8 50
Raspberries, 2s, Ontario, case	8 50 8 75
Cherries, 2s, red, pitted	6 40
Apples, evaporated, 50s, lb.	0 21
Apricots, evaporated, lb.	0 26 0 29
Peaches, evaporated, lb.	0 16 0 19
Peaches, 2s, Ontario, case	4 75
Salmon, pink, tall, case	9 00 10 25
Salmon, Sockeye, tall, case	17 75
Do., halves	18 25
Potatoes, per ton	30 00
Oranges, Valencias, case	10 75
Lemons, case	9 50

Saskatchewan Markets

FROM REGINA, BY WIRE.

Regina, Oct. 1.—Regina butter makers declare there is serious discrimination against Western Canada in recent order commandeering creamery butter. Protests will be made to Ottawa. No eggs are coming in. Flour has advanced to \$5.55. Sago is 12½c and tapioca 14c. Cheese is 27c and 27½c. Creamery butter remains at 50c. Shredded wheat has advanced 25c case and Crisco has dropped 50c case.

REGINA—

Beans, small white Japans, bu.	7 50
Beans, Lima, per lb.	5 55
Flour, standard, 98s	0 75
Molasses, New Orleans, gal.	4 85
Rollad oats, bails	9 25
Rice, Siam, cwt.	0 12½
Sago, lb.	0 14
Tapioca, lb.	10 94
Sugar, pure cane, gran., cwt.	0 27 0 27½
Cheese, No. 1 Ontario, large	0 27 0 27½
Butter, creamery	0 50
Lard, pure, 3s, per case	18 00
Bacon, lb.	0 47½
Eggs, new-laid	0 40 0 45
Pineapples, case	5 75
Tomatoes, 3s, standard case	4 75 5 00
Corn, 2s, standard case	4 85
Peas, 2s, standard case	3 60 5 20
Apples, gal., Ontario	2 40 2 75
Apples, evaporated, per lb.	0 19½
Strawberries, 2s, Ont., case	8 50
Raspberries, 2s, Ont., case	8 70
Peaches, 2s, Ontario, case	4 65
Plums, 2s, case	3 40
Salmon, finest Sockeye, tall, case	18 00
Salmon, pink, tall, case	9 25
Pork, American clear, per bbl.	40 75 41 00
Potatoes, bushel	1 25

New Brunswick Markets

FROM ST. JOHN, BY WIRE.

St. John, Oct. 1.—Rust affecting provincial potatoes to serious extent, threa-

tens much shorter crop than anticipated. In anticipation of shortage producers are holding back supplies, comparatively few coming in and these readily command \$3.50 to \$3.75. Molasses still higher, 98c to \$1.02. American pork easier at 56c to 64c.

ST. JOHN, N.B.:

Flour, No. 1 patents, bbls., Man.	12 70
Cornmeal, gran., bags	7 00
Cornmeal, ordinary, bags	3 90 3 95
Corn flour, white, 98-lb. bag	7 75
Do., yellow, 98-lb. bag	5 60
Rye meal, 98 lb. bag	8 00
Rye flour, 98 lbs.	6 65
Rice flour, per pound	0 11
Potato flour, per pound	0 18
Oatmeal standard, per bbl.	12 75
Molasses, extra fancy, gal.	0 98 1 02
Rollad oats, bbl.	11 75
Beans, yellow-eyed	9 25 9 30
Beans, Canadian, white	8 25 8 50
Rice, Siam, cwt.	10 25 10 35
Sago and tapioca, lb.	0 18 0 19

Sugar—	
Standard, granulated	9 85 9 90
No. 1, yellow	9 35 9 40
Cheese, N.B., twins	0 26 0 26½
Eggs, fresh, doz.	0 50 0 55
Eggs, case	0 47 0 48
Breakfast bacon	0 35 0 38
Butter, creamery, per lb.	0 46 0 48
Butter, dairy, per lb.	0 41 0 44
Butter, tub	0 40 0 42
Margarine	0 30 0 32
Lard, pure, lb.	0 32 0 32½
Lard, compound	0 27 0 27½
American clear pork	56 00 64 00
Beef, corned, ls	4 90
Tomatoes, 3s, standard, case	5 40
Raspberries, 2s, Ont, case	6 20
Peaches, 2s, standard case	4 40
Corn, 2s, standard case	5 00
Peas, standard case	3 30
Apples, gal., N.B., doz.	4 00
Strawberries, 2s, Ont., case	6 20
Salmon, Red, spring, cases	15 00
Pinks	11 00
Cohoes	14 00
Chums	8 50
Evaporated apples, per lb.	0 18 0 19
Peaches, per lb.	0 22 0 23

Potatoes—	
Natives, per bbl.	3 50 3 75
Onions, Can., 100-lb. bags	2 85 3 00
Lemons, Cal., Messina	8 00 9 00
Oranges, Cal., case	10 00 12 00
Grapefruit, case	7 50 8 00
Bananas, per lb.	0 07
Plums, Cal., crate	3 00 4 00
Peaches, Cal., crate	3 00

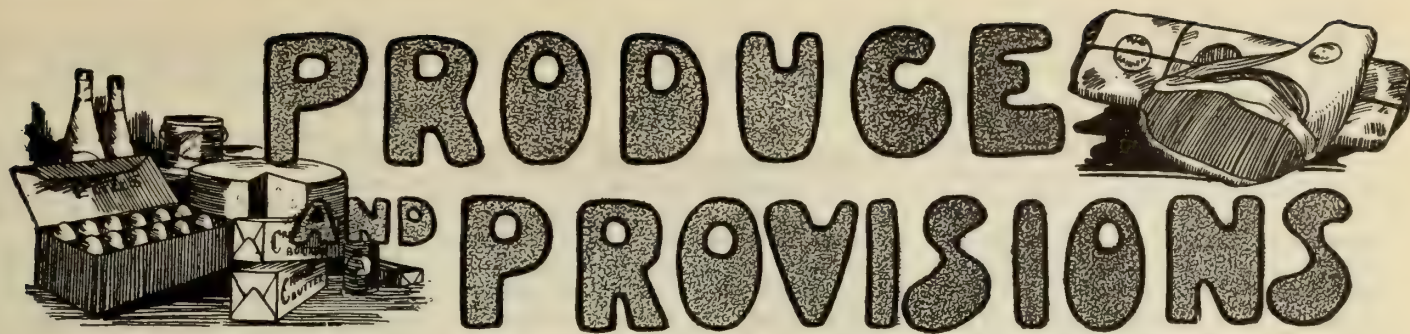
OVERSEAS SOLDIERS ENTER-TAINED

Peak, Frean & Co., Ltd., biscuit manufacturers of London, England, are entertaining each week a party of overseas soldiers.

The men are driven to their premises and after being shown round the factory are handed a tin of biscuits and a letter expressing the pleasure of the firm in entertaining them, and giving a few facts concerning the part the firm are taking in the war.

Doubtless many Canadians connected with the grocery trade have, or will, visit Peak, Frean & Co., in this manner.

Geo. W. Brown, assistant general manager for the Atlantic Sugar Refineries, Montreal, was in New York this week.



PRODUCE AND PROVISIONS

Government Commandeers Butter

Production For Next 30 Days For Government Account—Produce Men Not Affected
—Storage Stocks Will Decline—Margarine Should Sell—Consumer
Asked to Limit Use of Creamery Butter

THE output of all creameries in the provinces of Alberta, Saskatchewan, Manitoba, Ontario and Quebec for the next thirty days has been commandeered by the Dominion Government. The explanation offered for this action is that Great Britain and her Allies need creamery butter and that the British Ministry of Food urgently asks Canada to increase her shipments.

Produce Men Not Affected

Under the arrangement the government is making, the produce men as a whole are not vitally interested. Outside of those dealers in Montreal who have been appointed as what might be termed "government agents" only the creameries are directly affected. No explanation as to why the Government did not step in and commandeer what they wanted from storage stock has yet been offered. This would have seemed the simplest plan and would work in better with the statement issued, which says in part: "For months Great Britain and her allies have been short of butter, and this condition bids fair to continue, as Atlantic tonnage is needed for transporting troops and supplies. Foodstuffs in Canada for export must be assembled at ocean ports to take advantage of space whenever offered."

By commandeering storage stocks, amount required would be available at ocean ports far quicker and with less trouble than under the system adopted. It is possible too that purchases could have been made on a more favorable basis than that undertaken. Everyone however, is agreed that any action found necessary to supply the needs of our Allies in foodstuffs shall be met. Criticism offered is given only in an endeavor to point out what would look to be the business way—the most direct way—of securing best results in the shortest possible time and with least confusion to regular business of the country.

Storage Stocks Will Decline

The consensus of opinion amongst dealers is that storage stocks of creamery butter will show a marked decline during

the period of operation of this new order-in-council. How great this may be it is impossible to determine as there is no former basis to work on.

However, undoubtedly sales of large dealers who store in quantities will materially increase. The reason for this is not hard to find. In the smaller centres, local creameries have been a big factor in taking care of local dealers' requirements. Now these creameries will be unable to take care of this business and retail merchants must fall back on those dealers who have storage stocks.

Dairy Butter Not a Big Factor— Margarine May Be

Government legislation does not extend to dairy butter, but this has been a comparatively small factor in the trade for some time. Prices of dairy butter have been too near on a par with creamery and the grade so indifferent that sales have largely been confined to creamery or switched over to margarine. The feeling prevails that with the restrictions on the use of creamery butter, the consumers will turn to margarine, which should mean a big increase in sales of this commodity.

Consumer Limited To Two Pounds Per Month

The consumer is asked to help things along too. The order-in-council places the Canadian consumers on a creamery butter allowance of two pounds per month. Retailers should endeavor to hold their customers down to this basis—sales can be made on margarine and in this way volume of business maintained.

Warehouses To Receive Shipments

As far as can be learned, the appointment of the various warehouses to handle shipments of butter from the creameries will be taken care of on what might be called a brokerage basis. They will very likely be allowed a fraction of a cent per pound for handling—this charge to include financing, grading and packing ready for shipment. The letter sent out by the Canada Food Board to the cream-

eries advising where shipments are to be made follows:

As provided for in order-in-council P. C. No. 2,402, the Dairy Produce Commission designates cold-storage warehouses of the under-mentioned firms at Montreal as warehouses to which all Canadian creamery butter packed in "solids," 66-pound boxes or tubs, may be shipped.

These Montreal firms will pay for all butter delivered to them immediately after grading by the Dairy Produce Commission's graders, and weighing by the official weigher, deducting only freight and cartage to warehouse from the prices mentioned in the order. They have arranged to receive and prepare the butter for export in accordance with the rules of the Dairy Produce Commission:

Olive & Dorion, 55 William street; Hodgson Bros. & Rowson, 69 William street; Lovell & Christmas, Ltd., 112 King street; The A. A. Ayer Co., Ltd., 610 St. Paul street west; James Alexander, Ltd., 672-694 St. Paul street west; The William Davies Co., Ltd., Mill street; Matthews-Blackwell, Ltd., Mill street; Swift-Canadian Co., Ltd., 500 Craig street west; La Societe Co-operative Agricole des Fromagers de Quebec, 61-63 William street; James Dalrymple & Sons, 660 St. Paul street west; J. A. Vaillancourt, Ltd., 618 St. Paul street west; Gunn, Langlois Co., Ltd., 105 St. Paul street west; W. Champagne, 173 St. Paul street west; Z. Limoges, 26 William street; Whyte Packing Co., 33 William street; George Hodge & Son, 120 King street, all of Montreal.

The commission reserves the right to make changes in the above list as may be deemed necessary from time to time.

Text Of The Order

The text of the order-in-council, one of the most important food orders issued, is as follows:

His Excellency the Governor-General in Council, on the recommendation of the Minister of Agriculture, and on the recommendation of the Canada Food Board, pursuant to urgent requests from the British Ministry of Food for in-

creased shipments of butter, owing to the scarcity in Great Britain, permitting of only two ounces of butter or oleo-margarine to each person a week, 'is pleased under and by virtue of the powers conferred by the War Measures Act of 1914, or otherwise vested in the Governor-General-in-Council, to make the following regulations, and the same are hereby made and enacted accordingly:

(1) Manufacturers of creamery butter shall deliver all such butter made in the Provinces of Alberta, Saskatchewan, Manitoba, Ontario and Quebec between the 30th of September and the 9th of November, 1918, both days inclusive, to a cold-storage warehouse at Montreal designated by the Dairy Produce Commission at the following prices:

Prices Set

Grade No. 1, 46½ cents per pound; grade No. 2, 46 cents per pound; grade No. 3, 45 cents per pound, delivered at warehouse, Montreal, freight and cartage paid.

(2) No person shall sell to the Dairy Produce Commission any creamery butter manufactured before the 30th of September, 1918, at a price in excess of the following:

Grade No. 1, 43½ cents per pound; grade No. 2, 43 cents per pound, delivered at warehouse, Montreal, freight and cartage paid.

Weekly Returns

(3) Every manufacturer of creamery butter in the Provinces of Alberta, Saskatchewan, Manitoba, Ontario and Quebec shall make weekly returns to the Canada Food Board showing the quantity of butter manufactured by them, the names of persons to whom sold, and the quantities and prices of each sale during the week, and the quantity on hand at the end of the week.

Month's Supply The Limit

(4) No person, except a dealer licensed by the Canada Food Board to deal in butter, shall hold or have in his possession, or under his control at any one time, creamery butter more than is sufficient for his ordinary requirements for a period not exceeding thirty days.

(5) No person shall sell to any person, except to a dealer licensed by the Canada Food Board to deal in, more creamery butter than is sufficient for his ordinary requirements for a period not exceeding thirty days.

In this and the last preceding section "thirty days" requirements shall not exceed two pounds of butter for each member of the household.

Cancel Purchases

It is understood that Montreal merchants have agreed, at the request of the Canada Food Board, to cancel all purchases made from dealers at points west of Montreal from and including Friday, September 27, and have sent the following telegram to the persons from whom butter has been purchased:

"Because of commandeering order and the request of the Canada Food Board that a sufficient quantity of butter be

left in the west to provide for necessary requirements, you may cancel sale made to us if you so desire."

U.S. HEAVYWEIGHT BEEF GOES TO FIGHTING FORCE.

At a meeting of the Food Purchase Board, which is comprised of a representative from the Navy, one from the Army, one from the Federal Trades Commission, and one from the Food Administration, the following motion was made and unanimously adopted:

"It is requested that the Food Administration preempt for and allot to the Army, Navy, and fighting forces of our allies a sufficient quantity of beef weighing 575 pounds up to 850 pounds to fill their demands. If there be not enough beef of these weights procurable, then the Food Administration is requested to allot, after giving notice to the War Department and the Navy Department, lighter beef of proper quality sufficient to meet such deficiency, keeping the weights of the allotted beef as near as possible to the minimum mentioned above—this lighter-weight beef to be distributed pro rata between the Army, the Navy, and the Allied fighting forces on the basis of their total demands.

Diverted from Civil Use.

"During such time, however, as a shortage of heavyweight beef may exist, the Food Administration is requested to take the necessary steps to prevent any such heavyweight beef from being diverted to the civilian population either within the United States or abroad. The quality of all allotted beef to be passed upon by the inspectors for the Army and Navy in accordance with specifications and instructions issued to them by their respective departments."

This brings to an end the differences between the naval authorities and the meat packers over the Navy's specifications for beef which the packers sought to have modified. The specifications called for carcasses of a minimum weight of 575 pounds, and the packers sought to have this lowered to 475 pounds.

Best for the Fighters.

The attitude of the supply department of the Navy and of the Quartermaster's Department of the Army was that the best quality beef should be conserved for the fighting forces of the United States and their Allies, and that none of this heavyweight beef be diverted to the civilian population, either here or abroad while a shortage of this kind of beef exists, the purpose of conservation, as repeatedly outlined by the Food Administration, being that such sacrifices as are necessary should be borne by the non-combatants for the benefit of the fighting forces.

WHY FISH IS SO HIGH

One frequently hears the question, "Why is fish so high?"

Many people who accept the increased cost of meats, vegetables and other food,

of clothing, rent and other necessities as matters of fact ask this question.

Sometimes they add—"It costs nothing to produce fish."

It is true that fish grow unaided in the ocean. There is no cost for planting or cultivating fish. Nature does that. But to harvest fish, i.e., to catch them, does cost money.

The following table shows briefly and eloquently the chief reasons for the increased cost of fish:

Before the war, cost of vessel \$10,000 to \$15,000; now, \$20,000 to \$30,000.

Before the war, cost of sails \$700 to \$800; now, \$1,600 to \$1,700.

Before the war, cost of gear, \$3.50 per tub; now, \$11 to \$12 per tub.

Before the war, cost of ice \$2 to \$3 per cwt.; now, \$4 per cwt.

Before the war, cost of provisions \$200 per trip; now, \$400 per trip.

These figures are based on the expenses of a large fishing schooner. They show that not only the cost of the vessel but her everyday expenses for gear, ice and food have doubled.

It costs the fisherman more to fish. It also costs him more to support his family ashore, at least twice as much as before the war. Here in a nutshell is the answer to the question: "Why is fish so high?"—New England Fish Exchange.

PREVENTING WASTE IN FISH

By salting whatever fish they have unsold each week, fish dealers may greatly aid the Food Administration, declares William K. Beardsley, former manager of the New England Fish Exchange.

"One of the greatest sources of unnecessary waste in the fish business and a very important fact in the retail price of fish is the disposal of the retail dealers' surplus stock," he says.

"The retailer buys as much fish as he thinks he can sell. Frequently, however, he over-estimates and Saturday finds him with considerable unsold fish on hand. Usually such fish is allowed to become unfit for food. This throughout the whole country amounts to a prodigious quantity.

"In selling his fish, the retailer usually charges a margin to cover the cost of fish allowed to spoil.

"By simply splitting the fish, placing them in a hogshead or tub, sprinkling them with salt, and setting them away, this fish can be saved for food purposes. The salted fish make their own brine and will keep indefinitely. The dealer will be protected against loss, and will not have to figure on a large wastage. Every pound of fish landed will thus be made available for food."

EGG STOCKS

Egg Storage Stocks in Ontario (including Toronto), September 1, 1918

	Sept. 1, 1918.	Sept. 1, 1917.
	Cases	Cases
Fresh ..	3,884	6,700
Storage	116,000	129,970
	119,884	136,670

Produce, Provision and Fish Markets

THE MARKETS AT A GLANCE

BUTTER is the centre of interest during the week. Government action in commandeering the production of creamery butter in the provinces from Alberta to Quebec, inclusive, came as a surprise, and the trade has hardly had an opportunity to determine what the effects may be. The consumer is also asked to limit the amount he will use.

Creamery butter used will have to be taken from storage stocks, which will mean a reduction in holdings. The demand on dealers having stocks will very likely show a marked increase from outside sources, which have been in the habit of getting a large proportion of their supplies from the local creameries. Margarine sales are very likely to show a marked improvement, too. Prices on this commodity advanced 1c per pound during the week, this change becoming effective prior to Government announcement.

Cheese is again in the limelight in an advance of 2c per pound in prices being paid by the Dairy Produce Commission. This will make the f.o.b. Montreal basis 25c per pound, and quotations to the retailer may be expected to show a similar increase in another couple of weeks.

Poultry receipts show a marked improvement, and dealers are getting ready to store. Prices as a whole are somewhat easier, and the demand continues along very satisfactory levels.

Live hogs were down 25c early in the week, and a drop of another 25c is aimed at. The run showed a decided increase over figures for previous three weeks, and improvement is looked for from now on.

Live Hogs \$20; Dressed Lower

Montreal.

PROVISIONS.—The hog market is easier with liveweight hogs at the abattoirs selling at \$19.75 to \$20 per cwt. The situation is decidedly unsettled; the buyers still trying to pull the market down as they have been striving to do for a couple of weeks. Dressed hogs are selling at \$27.50 to \$28.50. There is a good supply and the demand has improved with colder weather conditions prevailing. The announcement of a decline in the prices for bacon by the British Food Ministry will have its effect here, doubtless, in a lowering of prices. There is a steady but unchanged situation on cured and cooked meats and bacon is in active demand. It would not be surprising to find an easing condition on pork products within the next short while.

Hogs, Dressed—		
Abattoir killed, small	27 50	28 50
Do., heavy, 225-275 lbs.		26 00
Hogs, live		19 75
Hams—		
Medium, smoked, per lb.—		
(Weights) 16-25 lbs.	0 35	0 36
Large, per lb. (wgh.) 25-35 lbs.	0 32	0 33
Backs—		
Plain	0 43	0 44
Boneless, per lb.	0 46	0 47
Bacon—		
Breakfast, per lb.	0 43½	0 44
Roll, per lb.	0 33½	0 34½
Dry Salt Meats—		
Long clear bacon, ton lots.	0 29	0 29½
Long clear bacon, small lots.	0 29½	0 30
Fat backs, lb.	0 29½	0 30

Cooked Meats—		
Hams, boiled, per lb.	0 53	0 54
Hams, roast, per lb.		0 54
Shoulders, boiled, per lb.		0 46
Shoulders, roast, per lb.		0 48
Barrel Pork—		
Canadian short cut (bbl.)		\$58 00
Clear fat backs (bbl.)		60 00
Short cut clear pork (bbl.)		58 00
Heavy mess pork (bbl.)		55 00
Bean pork (bbl.)		54 00

Lard Market Firm on Recent Advance

Montreal.

LARD.—The advance of last week has not materially affected the sale of this item and there is a steady improvement in sales. Supplies against this demand are ample at present and the undertone is quite firm.

Lard, pure—		
Tierces, 400 lbs., per lb.		0 31¾
Tubs, 60 lbs.		0 32¼
Pails		0 32½
Bricks, 1 lb., per lb.		0 33¾

Market Firm;

Sales Good

Montreal.

SHORTENING.—As with lard, sales are maintained on a good basis with prices also firm but unchanged from those of last week. There is enough to meet requirements of the trade from all points.

Shortening—		
Tierces, 400 lbs., per lb.		0 26¼
Tubs, 50 lbs.		0 26¾
Pails, 20 lbs., per lb.		0 27
Bricks, 1 lb., per lb.		0 28

Margarine Firm;

Demand Better

Montreal.

MARGARINE.—A very firm market obtains here for this butter substitute and there will continue to be an improvement in sales. This applies to city and country business as well. Stocks are in very good shape and the retail trade will be less inclined to carry the small stocks that have served to suffice their summer's needs. Best grades are selling at 34c.

Margarine—

Prints, according to			
quality, lb.	0 30	0 32	0 34
Tubs, according to			
quality, lb.	0 29	0 31	0 33

Creamery Butter 50c; Dairy Grade Up

Montreal.

BUTTER.—Another advance of two cents has brought creamery butter to 50c per pound. The advance also applies to dairy butter, prints selling wholesale at 42c and solids at 41c. Just when the advancing market will rest is a question now of absorbing interest in the trade. It is evident that the Dairy Produce Commission is not anxious to let it be known what butter has gone overseas, and in view of this there has been much speculation as to the situation regarding the actual amount that has been absorbed all around. As showing the strong position of the market elsewhere it might be cited that early this week best creamery butter sold in New York in wholesale jobbing way at 63c. The announcement just made from Ottawa to the effect that all creamery butter will be commandeered until after November 9th for shipment to Great Britain will probably have the immediate effect of again advancing markets, but it is expected that there will be less inclination to sharp and considerable advances, owing to the fact that stocks in hand will not now be exported.

Butter—		
Creamery prints (fresh made)		0 50
Creamery solids (fresh made)		0 49
Dairy prints, choice		0 42
Dairy, in tubs, choice		0 41

Large Cheese 24c; Good Movement

Montreal.

CHEESE.—Large size cheese is on a 24c basis now, this being half a cent advance over prevailing quotations for several weeks past. There is a better demand for cheese than usually obtains in the early fall season and the consumptive demand is thought to be better through the activity in munition plants, many workers using cheese as an important part of the noon-day lunch. Higher prices are being paid by the buyers at country points and this has had

the effect of making a firmer local price basis. The price at buying points averaged around 22½¢ per pound. Comparative receipts here for the period of May 1, 1917, to Sept. 29, 1917, show 1,436,766 packages as against 1,391,888 packages to Sept. 28 this year.

Cheese—	
Large, per lb.	0 24
Twins, per lb.	0 25
Triplets, per lb.	0 25
Stilton, per lb.	0 27
Fancy, old cheese, per lb.	0 28

Eggs Decidedly Firm; Using Storage Stock

Montreal.

EGGS.—At the advances of last week sales are steadily maintained. There was no actual change from the revised prices published in CANADIAN GROCER last week. In view of the fact that receipts are so small, due to unfavorable weather conditions and moulting of flocks, dealers have had to tap their storage stocks and these are really supplying most of the present demand. It is also stated that supplies of new-laid eggs coming to hand are not in the best condition. Another factor has been that of the reported sale by Ontario and Western buyers of large lots for export account. With consumptive selling markets so favorable there is little to indicate any but a rising market.

Eggs—	
New laid	0 60
Selects	0 53
No. 1	0 49
No. 2	0 47

Plenty Poultry Coming of Fair Grade

Montreal

POULTRY.—There is much more poultry coming to hand than for a long time and the only complaint dealers have to make is that its condition might be greatly improved. It appears that farmers in many districts are anxious to market their flocks early, rather than to hold them over. Markets are without change and with consumption continuing heavy there will not be as great probability of prices being reduced, with the increase in receipts large, as there would otherwise be.

	Live	Dressed
Ducks	Live	Dressed
Brome Lake	0 45-	0 47
Young Domestic	0 28-	0 32-
Broilers, 3 to 4 lbs., pair	0 28-	0 29
Turkeys (old toms), lb.	0 28	0 38-
Turkeys (young) .....	.....	0 40
Geese .....	.....	0 30
Old fowls	0 26-	0 28

Labrador Salmon Higher; Sea Trout

Montreal.

FISH.—Some surprise was occasioned because of an advance this week in the price of Labrador salmon and sea trout. Better demand has been responsible for this, for it is stated that production has been up to normal. There is not as much fish as some would like to see and this

scarcity is attributable to recent severe storms and also to the greater care fishermen have been exercising in fishing near the submarine zones. Codfish markets are not so strong as they were and there is a probability of a reaction in prices.

The shell oyster season opens this week with prices high. The crop is expected to be just fair. It is stated that the capacity to produce shell oysters is very limited, but that there are many acres of suitable producing grounds.

Lake fish are in better supply and in good shape, but prices are high. Shrimps and scallops are not plentiful and are selling at high figures.

SMOKED FISH.

Haddies (fresh cured)	0 14	0 16
Haddies, fillet	0 18	0 20
Smoked herrings med.) per box	0 23	0 24
Smoked cod	0 15	0 15
Boasters, per box 60/100	1 50	2 25
Kippers, per box 40/50	2 25	2 50

SALTED AND PICKLED FISH.

Haddock (per bbl.), 200 lbs.	16 00	16 00
Herring (Labrador), per bbl.	14 50	15 00
Herring (Labrador), ½ bbls.	7 50	7 75
Herrings, No. 1 lake (100-lb. keg)	6 00	6 00
Salmon (Labrador) per bbl.	27 00	28 00
Do., tierces	38 00	38 00
Salmon (B.C. Red)	26 00	26 00
Sea Trout, red and pale, per bbl.	20 00	22 00
Sea Trout (½ bbls.)	10 50	13 00
Green Cod, No. 1, per bbl. (med.)	21 00	21 00
Green Cod (large bbl.)	22 00	22 00
Mackerel, No. 1, per bbl.	32 00	32 00
Mackerel (½ bbl.)	16 50	16 50
Codfish (skinless), 100-lb. box.	16 00	16 00
Codfish, 2-lb. blocks (24-lb. case)	0 18	0 18
Codfish (skinless), blks. "Ivory"	0 16	0 16
Brand, lb.	0 16	0 16
Codfish, boneless, lb. (according to package)	0 16	0 20
Codfish, shredded, 12-lb. box.	2 50	2 50
Eels, salted	0 11	0 12
Pickled turbot, new, bbls.	16 00	17 00
Do., half barrels	7 50	8 50
Cod, boneless (20-lb. boxes), as to grade	0 14	0 18
Cod, strip (30-lb. boxes)	0 18	0 18
Cod dry (bundles)	16 00	16 00

SHRIMPS, LOBSTERS, OYSTERS

Lobsters, medium and large, lb.	0 60	0 60
Prawns, lb.	0 40	0 40
Shrimps, lb.	0 38	0 38
Scallops, per gallon	4 00	4 00
Oysters—		
Ordinary, No. 1, gal.	2 75	2 75
Cape Cod shell oysters, bbl.	16 00	16 00
5 gal. (wine) cans	13 75	13 75
1 gal. (wine) cans	2 60	2 60
Oyster pails (pints), 100	1 50	1 50
Oyster pails (quarts), 100	2 10	2 10
Clams, med., bbl.	9 00	9 00

FRESH FROZEN SEA FISH

Herring, large sea, lb.	0 09	0 10
Herring, frozen, lake, lb.	0 07	0 09
Halibut	0 23	0 24
Halibut (medium)	0 24	0 24
Haddock	0 08	0 09
Mackerel	0 15	0 16
Cod—Toms, bbl.	4 00	4 00
Cod Steak, fancy, lb.	0 11	0 12
Salmon, red	0 20	0 23
Salmon, pale	0 15	0 16
Salmon, Gaspe	0 26	0 28
Swordfish	0 21	0 22

FRESH FROZEN LAKE FISH

Pike, lb.	0 11½	0 12
Perch	0 12½	0 13
Whitefish, lb.	0 15	0 16
Whitefish (small)	0 09½	0 12½
Lake trout	0 19	0 20
Eels, lb.	0 12	0 12
Dorze	0 15	0 16

FRESH FISH

Haddock	0 09	0 10
Steak cod	0 11	0 13
Market cod	0 07	0 08
Carp	0 09	0 10
Dore	0 18	0 20
Lake trout	0 19	0 20
Brook trout	0 12	0 13
Pike	0 25	0 27
B.C. Salmon	0 27	0 28
Salmon (Gaspe)	0 27	0 28
Gaspereaux, lb.	0 06	0 06

Western Halibut	0 24	0 25
Eastern Halibut (chicken)	0 23	0 23
Eastern Halibut (med.)	0 25	0 25
Flounders	0 07	0 10
Perch	0 09	0 09
Bullheads	0 12	0 12
Whitefish	0 19	0 20
Whitefish (small)	0 09½	0 12
Eels	0 15	0 15
Mackerel, lb.	0 15	0 16
Smelts, No. 1	0 19	0 20
Smelts, No. 2	0 11	0 12
Smelts, No. 2	0 12	0 13
Shad	0 15	0 16
Swordfish	0 25	0 25

Live Hogs Decline; Meats Firm

Toronto.

PROVISIONS.—A decline of 25c early in the week in the price of live hogs with the expectation of a further drop of at least 25c features the situation this week. Monday showed a very good run—in fact a heavy one when compared with the shipments of the past two or three weeks. The basis of \$19.25 per cwt. fed and watered is being quoted—\$19.00 may be reached.

Hams and backs are still a scarce article. Breakfast bacon shows a little firmer tone and roast hams and roast shoulders are both up a couple of cents per pound. The demand for the various items on the list is along very satisfactory lines and the trade generally being pretty well taken care of. Range of quotations for the week follows:

Hams—		
Medium	0 38	0 39
Large, per lb.	0 34	0 35
Backs—		
Plain	0 45	0 47
Trimmed, with rib in	0 47	0 47
Boneless, per lb.	0 50	0 52
Bacon—		
Breakfast, per lb.	0 41	0 46
Roll, per lb.	0 35	0 36
Wiltshire (smoked sides), lb.	0 37½	0 40
Dry Salt Meats—		
Long, clear bacon, av. 50-70, lb.	0 32	0 32
Do., aver. 70-100, lb.	0 29½	0 29½
Fat backs	0 32½	0 34
Cooked Meats—		
Hams, boiled, per lb.	0 53	0 55
Hams, roast, without dressing, per lb.	0 53	0 55
Shoulders, roast, without dressing, per lb.	0 50	0 52
Barrel Pork—		
Mess pork 200 lbs.	50 00	54 00
Short cut backs, bbl., 100 lbs.	58 00	60 00
Pickled rolls, bbl., 200 lbs.	56 00	61 00
Hogs—		
Dressed, 70-100 lbs. weight	29 00	29 00
Live, off cars	19 50	19 50
Live, fed and watered	19 25	19 25
Live, f.o.b.	18 50	18 50

Orders Coming Along Freely; Firm

Toronto.

LARD.—The volume of business being handled shows a heavy increase, and dealers intimate that supplies are none too great. The prices during the week show no change but the undertone is decidedly firm.

Lard, pure, tierces, 400 lbs., lb. \$0 31 \$0 32½
In 60-lb. tubs, ¼-½¢ higher than tierces;
pails ½-¾¢ higher than tierces, and 1-lb. prints,
1½-1¾¢ higher than tierces.

Shortening Very Firm; Good Demand

Toronto.

SHORTENING.—The market rules

with a very firm undertone and the feeling prevails that any change in price made will be in an upward direction, though sharp advances are not looked for. Supplies are very fair and the trading interest good.

Shortening, tierces, 400 lbs., lb. \$0 26
In 60-lb. tubs, $\frac{1}{4}$ - $\frac{1}{2}$ c per lb. higher than tierces; pails, $\frac{1}{2}$ - $\frac{3}{4}$ c higher than tierces, and 1-lb. prints, $1\frac{1}{2}$ - $1\frac{3}{4}$ c higher than tierces.

Margarine Goes Up 1c Pound

Toronto.

MARGARINE.—Higher prices have been named in some quarters on margarine, the No. 1 prints now being quoted at from 33 to 34c per pound. This provides for a 1c jump and will, it is thought, be general within another few days. Importations continue to come through from the States in fair volume and as yet the trade is unwilling to commit themselves on what the future may have in store for them. In taking over 60 per cent. of the storage stocks of the butter in the United States the government automatically throws the demand over on to butter substitutes, and whether this will increase in volume to such an extent that the ingredients will be held for their own consumption is still a matter of conjecture. The Canadian government in commandeering make of creamery butter for next 30 days have also taken a step which will influence sales of margarine to a great extent.

Margarine—

1-lb. prints, No. 1	\$0 32	\$0 34
Do., No. 2	0 30	0 32
Do., No. 3	0 27	0 28
Solids, 1c per lb. less than prints.		

Government Takes Creamery Butter

Toronto.

BUTTER.—Interest in the trade during the week centres in the government action in commandeering the make of creamery butter during the next thirty days. The demand will turn largely to dairy butter and margarine, it is thought. Latest government reports indicate a heavy surplus of butter in storage but this will very likely be materially reduced under the present arrangement before the month is up. Nominally quotations range as follows:

Creamery prints (fresh made)...	0 48	0 50
Creamery solids (fresh made)...	0 47	0 49
Dairy prints, fresh separator, lb.	....	0 45
Dairy prints, No. 1, lb.	0 41	0 43

Eggs Very Firm; Production Smaller

Toronto.

EGGS.—Fresh eggs are not coming along very freely and dealers are working on storage stocks. This provides a very firm undertone to the market, though quotations remain steadily at figures ruling during the past week. Storage eggs are quoted at 50c to 51c per dozen.

Eggs—

New-laid, in cartons, doz.	0 58	0 59
Do., No. 1, doz.	0 50	0 52
Do., splits and No. 2, doz.	0 43	0 45
Do., storage, doz.	0 50	0 51
Do., splits and No. 2, doz.	0 43	0 45

Cheese Prices Make Advance

Toronto.

CHEESE.—The Dairy Produce Commission announces that all cheese purchases from the factories after Monday, September 30 will be paid for at twenty-five cents per pound for No. 1 grade f.o.b. Montreal, being an advance of two cents per pound over the price paid since the beginning of the present season. No change in prices to the trade has yet been made but another week or two will see this change effective. A splendid demand is in evidence for this product. As a matter of fact some sources indicate that they are unable to secure sufficient from the factories to take care of the orders they have on hand. Prices have held firm and there is no indication of any change being made.

Cheese—

New, large	0 23½	0 24
Stilton (new)	0 26	0 27
Twins, $\frac{1}{4}$ c lb. higher than large cheese.		
lets $\frac{1}{2}$ c lb. higher than large cheese.		

Poultry Supplies Better; Lower Prices

Toronto.

POULTRY.—Lower prices have again been reached on some lines of poultry. In the case of spring chickens this amounts to about 2c per pound. The receipts during the week have shown up much better than for a long period past, and if the present volume continues, storage will be in full swing within the next week or ten days. The range of quotations which are being paid and quoted to the retail trade are as follows:

Prices paid by commission men at Toronto:		
	Live	Dressed
Ducks	\$0 16-\$	\$--\$
Ducklings	0 20-	0 20-
Turkeys	0 25-0 28	0 25-0 28
Roosters	0 18-0 20	0 18-0 20
Hens, over 1 lbs.	0 26-0 28	0 26-0 28
Hens, under 1 lbs.	0 20-0 22	0 20-0 22
Chickens, Spring, 2 lbs.		
or over	0 26-0 28	0 26-0 28
Squabs, dozen	4 50	4 50

Prices quoted to retail trade:

	Dressed
Hens, light	0 33
Do., heavy	0 35
Chickens, spring	0 37
Ducklings	0 30
Turkeys	0 36

GOOD SUPPLIES OF FISH EXPECTED

Toronto.

FISH.—Dealers are figuring on a good supply of fresh fish this week. It is also noticeable that a wider range of frozen stock is being offered. In the fresh sea fish steak cod has advanced $1\frac{1}{2}$ c per pound. Lake herring are also higher in some quarters, being quoted at from 12 to $12\frac{1}{2}$ c dressed. Lake trout are up 1c per pound, being quoted at from 16 to 17c. Finnan Haddie are quoted at 15c per pound. The complete range now available along with prices prevailing on same are as follows:

FRESH SEA FISH		
Brills, dressed, lb.	0 10	0 11
Cod Steak, lb.	0 10	0 12
Do., market, lb.	0 09	0 10
Do., Scrod, lb.	0 08	0 08½
Flounders, lb.	0 10	0 11
Flukes	0 15	
Gaspereau, lb.	0 08	0 08½

Halibut, medium, lb.	0 22½	0 23
Do., chicken, lb.	0 21½	0 22
Do., large	0 21½	0 22
Haddock, heads on, lb.	0 09	0 10
Do., headless, lb.	0 10½	0 11
Do., Scrod, lb.	0 08	0 08½
Herring, lb.	0 08½	0 09
Mackerel, lb.	0 14	0 16
Plaice, dressed, lb.	0 10	0 11
Smelts, lb.	0 15	0 15½
Tomcods, lb.	0 05	0 05½

FRESH LAKE FISH

Herring, dressed, lb.	0 11	0 12½
Trout, lb.	0 16	0 17
Whitefish, lb.	0 16	0 17

SMOKED FISH

Ciscoes, lb.	0 18	
Haddies, box	2 50	
Do., fillets, lb.	0 18	
Do., Finnan, lb.	0 14	
Herring, Kipperd, box	2 75	
Shrimps, can	1 75	

FROZEN SEA FISH

Cod Steak, lb.	0 09½	0 10
Do., market, lb.	0 08½	0 09
Flat Fish, B.C., lb.	0 10	0 11
Haddock, lb.	0 08½	0 09
Halibut, lb.	0 22½	0 23
Mackerel, lb.	0 15	
Halibut, lb.	0 22	0 23
Salmon, Cohoe, lb.	0 20	0 21
Do., Qualla, lb.	0 14	0 15
Do., Red Spring, lb.	0 24	0 25

FROZEN LAKE FISH

Mullets, lb.	0 06	0 06½
Pike, round, lb.	0 09	0 09½
Tulibeas, lb.	0 09	0 09½
Whitefish, lb.	0 15	0 15½
Bloaters, 50 Count, box	2 25	
Haddies, Chicken, lb.	0 12	
Do., fillets, lb.	0 16	0 18
Do., Finnan, lb.	0 15	
Herring, Kipperd, box	1 75	2 25

DRY AND PICKLED FISH

Cod, Acadia Strip, box	\$6 00	
Do., Halifax Shredded, box	2 20	
Herring, Labrador, bbl.	14 00	
Do., Do., keg	7 00	
Do., Do., No. 4 size	5 60	
Do., Do., No. 2 size	2 90	
Imperial, 25 lbs., loose, lb.	0 13	
Quail on Toast, 24-lb. tablets, lb.	0 14	
Shrimps, headless, No. 1 size, tin	1 50	1 75
Do., Do., No. 3 size, tin	4 20	
Skinless Fish, 50s & 100s, lb.	0 15	
Sea Trout, keg	12 00	
Oysters, No. 3 size package	8 85	
Do., No. 5 size package	14 50	
Do., per gallon	3 10	

B. C. MAY BE LARGE FACTOR

(Continued from page 56)

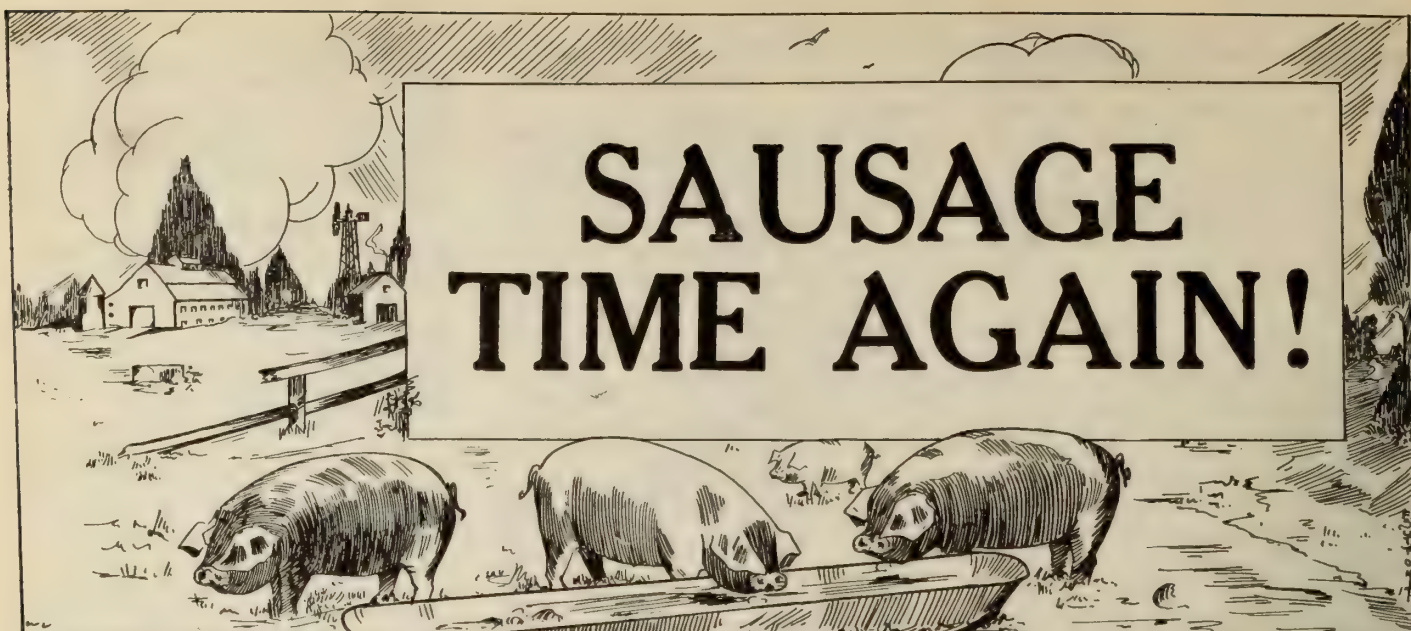
Increased Pack of Herring and Pilchards

Speaking of canned herring, he stated that last year was the first year that these had been canned to any extent, quite a few thousand cases having been put up for export trade. The canners were preparing to increase their pack to take care of the big demand for export, and to take the place of salmon in Canada and the United States.

Another line being packed extensively this year was pilchards, which belong to the sardine family. Those being caught in the Pacific were of large size, and delicious. They were packed, he said, in No. 1 tall salmon cans, and the price compared with other fish was very low. He believed they should become very popular with Canadians.

LARGE STORAGE PLANT IN NEW-FOUNDLAND

The Reid-Newfoundland Company has taken the lead in the erection of a large cold storage plant in St. Johns, Newfoundland, with a present capacity of 12,000,000 lbs. of fish, and that it was the intention to increase that capacity to 50,000,000 lbs., making one of the finest in the world.



Taste the Good Taste Yourself!

*Realise the goodness that has won for "Jersey Farm Sausage" such wide popularity.
Then cash in on this big Advertising Campaign.*

SAUSAGE season is just opening up!

Already the demand for "Jersey Farm Sausage" is in full swing.

Our advertising in the street cars has "put the name across."

Now a tremendous advertising campaign is being launched in the newspapers. Not a flash-in-the-pan campaign but big space in the big Toronto papers—day in and day out, right on through the sausage-selling season.

It's going to create a bigger demand for "Jersey Farm Sausage" than we have ever known before.

But we're not asking you to handle "Jersey Farm Sausage"—not even a 5-lb. carton—until you have proved their merit yourself.

Try them. Taste the good taste. Enjoy their appetizing goodness. Prove for yourself that it is more than mere selling and advertising that has made "Jersey Farm Sausage" so popular in Toronto's biggest hotels, clubs and cafes—as well as in thousands of Toronto's homes.

Then sell them—cash in on our big advertising campaign. We know "Jersey Farm Sausage" will appeal to you—we wouldn't have you sell them unless they did.

Phone Adelaide 3470-1 and the "Jersey Farm Sausage" man will call next trip.

MACIVER BROS. COMPANY

Keating St., Toronto



Give Davies Pure Lard a prominent place in your store—and watch the result

YOU will find it creates a “rolling snowball” demand—a demand that grows bigger all the time.

It's just *pure lard*—nothing but extra-fine purified pork fat, scientifically processed and rendered, with nothing added and with every undesirable characteristic taken away.

The result—a pure, white, smooth lard of even texture—a lard which never fails to give the utmost satisfaction wherever it is used.

This is a product it will pay you to sell, because, being a quality line it not only establishes a good reputation for the dealer, but ensures a constant run of *repeat orders* gratifying alike to the merchant and to us.

If you haven't tried *Davies Pure Lard* we suggest you order a trial shipment right away—either through our Traveller when he calls—or by mail.

For family use Davies Pure Lard is put up in 1 lb. Sanitary Cartons and 3 lb., 5 lb. and 10 lb. Blue and Gold Pails

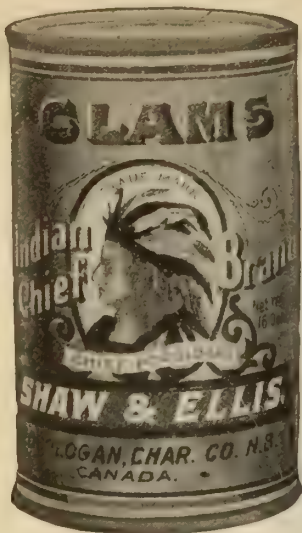
THE **DAVIES** COMPANY
WILLIAM LIMITED

MONTREAL

TORONTO

HAMILTON

Canada Food Board Packer's License No. 13-50



Your customers will appreciate a sensible and delicious meat substitute like

“INDIAN CHIEF” BRAND CLAMS

The efforts of the Food Control Board to conserve Canada's meat supplies is resulting in an increasing call for good, wholesome sea foods.

Every Grocer should cater to this new demand by showing fish foods of unimpeachable goodness.

Indian Chief Brand Clams are just such a line. Their good quality is beyond question. Put up the very same day they are taken from the clam beds and sealed without solder or acid, Indian Chief Brand Clams reach the customer's table as sweet and as fresh as the day they were caught.

Make Indian Chief Brand Clams your big Summer fish seller. It will appeal to the restaurant trade as well as to the housewife.

And the profits are sizeable.

Shaw and Ellis, Pocologan, ^{Charlotte} Co. N. B.



Pronounce It
“Real Egg”

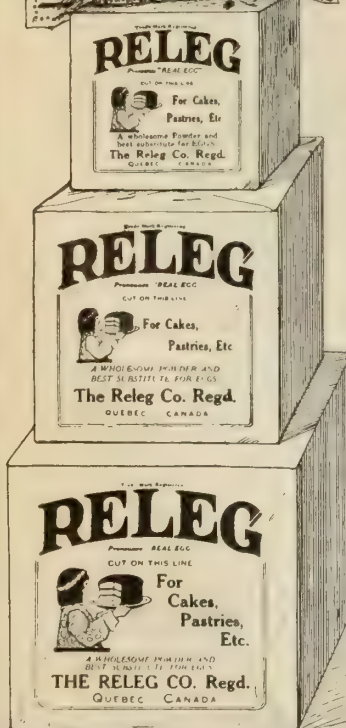
An aptly named egg substitute that gives as good baking results as fresh eggs at a fraction of the cost.

An egg substitute you can heartily recommend.

In four different sizes as shown.

Send for a trial order.

RELEG CO. Regd.
Quebec, Canada



RICE FLOUR

*THE QUALITY
SUBSTITUTE*

Mount Royal Milling
& Mfg. Co., Limited
Montreal, Que. Victoria, B.C.



Brunswick Brand Lines have Popularized Canadian Sea Foods Everywhere

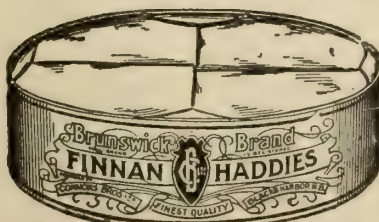
"Deliciously different" best describes the appetizing goodness of every Brunswick Brand Product. Ideally located fishing grounds enable us to secure the very choicest of the season's catch.

Every precaution is taken in the processing and packing to make Brunswick Brand Sea Foods leading in their respective classes. That their quality is keenly appreciated everywhere can be judged from the daily increasing demand.

See what "Connors" lines you are short, Mr. Dealer, and order from this list:

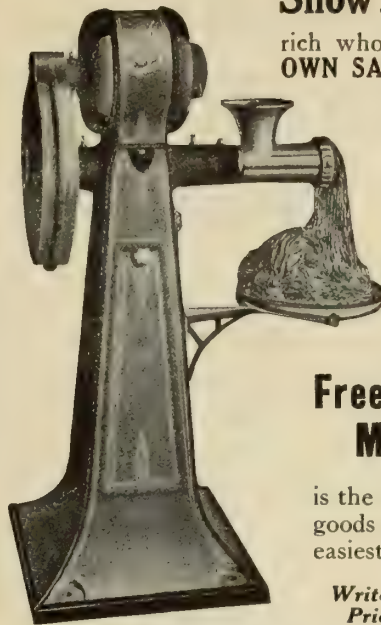
- 1/4 Oil Sardines
- 1/4 Mustard Sardines
- Finnan Haddies
(Oval and Round Tins)
- Kipperd Herring
- Herring in Tomato Sauce
- Clams
- Scallops

Connors Bros.
Black's Harbor, N.B.



Show Me the butcher who ever got rich that did not make his **OWN SAUSAGE.**

Show Me the packer who **EVER** got rich who did not make his **OWN SAUSAGE.**



Did you ever consider the money that there is to the merchant who made a good high class Sausage?

The public is looking for this article.

Freeman Electric Meat Cutter

is the machine to give the goods the quickest and easiest way.

Write for Catalogue and Prices. Many Styles.

The W. A. Freeman Co., Limited
HAMILTON, ONTARIO

TORONTO—114 York St., Near King
MONTREAL D. H. H. Neill, 16 Notre Dame St. E. Uptown 8547

HEINZ

Canadian-American Food Products

57 VARIETIES

Canadian Factory,
Leamington, Ont.

Principal Factory,
Pittsburgh, U.S.A.

Distributing Warehouses in Canada:
TORONTO MONTREAL

Canadian Distributing Agencies:

Halifax
St. John
Quebec
Ottawa
Winnipeg
Edmonton
Lethbridge
Calgary
Ferne, B.C.
Moose Jaw
Saskatoon
Vancouver
Victoria

John Tobin & Co.
Baird & Peters
J. B. Renaud & Co.
Provost & Allard.
The Codville Co., Ltd.
The A. Macdonald Co.
The A. Macdonald Co.
Simington Co., Ltd.
Western Canada Wholesale Co.
The Codville Co., Ltd.
The Codville Co., Ltd.
Kelly, Douglas & Co.
Kelly, Douglas & Co.

Only Half Quantity Needed

SHIRRIFF'S True Vanilla is true—pure—aged for a year, from the finest vanilla beans the world over—those grown in Mexico. Only half quantity need be used as compared with ordinary "vanilla extracts."

Shirriff's True Vanilla

as a result of these sincerity features represents a hundred per cent. quality; it is also full strength; it is



**50%
Stronger Than
Government
Requirements**

You can sell Shirriff's True Vanilla, the most delicious, strongest extract. Put your faith in Shirriff's. Write us.

**Imperial Extract Co.
Toronto**

Canada Food Board License No. 14-91

QUOTATIONS FOR PROPRIETARY ARTICLES

**SPACE IN THIS DEPARTMENT IS \$65
PER INCH PER YEAR**

BAKING POWDER

ROYAL BAKING POWDER

Size	Less than 10-case lots Per doz.
Dime	\$ 1 15
4-oz.	1 65
6-oz.	2 45
8-oz.	3 10
12-oz.	4 65
16-oz.	5 90
2½-lb.	14 60
5-lb.	27 35

F.O.B. Montreal, or F.O.B. jobbers' point, subject to jobbers' regular terms. Lots of 10 cases and over, less 2% discount; 1% barrel discount will be allowed when packed in barrels. Barrels contain 15 cases assorted sizes.

JAMS

DOMINION CANNERS, LTD.

"Aylmer" Pure Jams and Jellies. Guaranteed Fresh Fruit and Pure Sugar Only.

Screw Vac top Glass Jars, 16 oz. glass, 2 doz. case.	Per doz.
Blackberry	\$3 00
Currant, Black	3 20
Plum	2 90
Pear	2 90
Peach	2 90
Raspberry, Red	3 30
Raspberry and Red Currant.	3 00

DOMINION CANNERS, LTD.

CATSUPS—In Glass Bottles

	Per doz.
¼ Pts., Delhi Epicure	\$1 75
½ Pts., Red Seal, screw tops	1 40
Pts., Delhi Epicure	2 75
Pts., Red Seal	1 90
Qts., Red Seal	2 85
Qts., Lynn Valley	2 75

BAKED BEANS WITH PORK Brands—Canada First, Simcoe, Quaker.

	Per doz.
Individual Baked Beans, Plain	
35s. or with Sauce, 4 doz.	
to case	\$0 95
1's Baked Beans, Flat, Plain,	
4 doz. to case	1 15
1's Baked Beans, Flat, Tom.	
Sauce, 4 doz. to case	1 25
1's Baked Beans, Tall, Tomato	
or Chili Sauce, 4 doz. to case	1 35
1½'s (20-oz.) Plain, per doz.	1 65
Tomato or Chili Sauce	1 90
2's Baked Beans, Plain, 2 doz.	
to case	1 95
2's Baked Beans, Tom. Sauce,	
tall, 2 doz. to case	2 30
2's Baked Beans, Chili Sauce,	
tall, 2 doz. to case	2 30
1½'s Tall, Plain, per doz.	2 75
Tomato or Chili Sauce	3 20
Family, Plain, \$2.35 doz.; Family,	
Tomato Sauce, \$2.80 doz.; Family,	
Chili Sauce, \$2.80 doz. The above	
2 doz. to case, 10's, ½ doz. per	
case; Chili and Tomato Sauce,	
for hotel and restaurant use	
(gals.), \$12; plain, \$10.	

"AYLMER" PURE ORANGE MARMALADE

	Per doz.
Tumblers, Vacuum Top, 2 doz.	
in case	\$1 90
12-oz. Glass, Screw Top, 2 doz.	
in case	2 25
16-oz. Glass, Screw Top, 2 doz.	
in case	2 75
16-oz. Glass, Tall, Vacuum,	
2 doz. in case	2 75
2's Tin, 2 doz. per case	3 90
4's Tin, 12 pails in crate, per	
pail	0 68

5's Tin, 8 pails in crate, per	
pail	0 34
7's Tin or Wood, 6 pails in	
crate	1 15
7's Tin or Wood, 4 pails in	
crate, per lb.	0 16
30's Tin or Wood, one pail	
crate, per lb.	0 16

BLUE

Keen's Oxford, per lb.	\$0 22
In cases 12—12 lb. boxes to	
case	0 21½

COCOA AND CHOCOLATE THE COWAN CO., LTD.

COCOA—	
Perfection Cocoa, lbs., 1 & 2	
doz. in box, per doz.	\$4 60
Perfection, ½-lb. tins, doz.	2 45
Perfection, ¼-lb. tins, doz.	1 35
Perfection, 10c size, doz.	0 95
Perfection, 5-lb. tins, per lb.	0 37
Supreme Breakfast Cocoa, ½-	
lb. jars, 1 & 2 doz. in box,	
doz.	2 75

(Unsweetened Chocolate)

Supreme Chocolate, 12-lb. box-	
es, per lb.	0 36
Supreme Chocolate, 10c size,	
2 doz. in box, per box	1 80
Perfection chocolate, 10c size,	
2 doz. in box, per doz.	0 90

SWEET CHOCOLATE—Per lb.

Eagle Chocolate, ½s, 6-lb. boxes	
28 boxes in case	0 33
Diamond Chocolate, ¼s, 6 and	
12-lb. boxes, 144 lbs. in case	0 35
Diamond Chocolate, 8s, 6 and	
12-lb. boxes, 144 lbs. in case	0 35
Diamond Chocolate, 7s, 6 and	
12-lb. boxes, 144 lbs. in case	0 34
Diamond Chocolate, 7s, 4-lb.	
boxes, 50 boxes in case, per	
box	1 35

CHOCOLATE CONFECTIONS

Maple Buds, 5-lb. boxes, 30	
boxes in case, per lb.	0 42
Milk Medallions, 5-lb. boxes	
in case, per lb.	0 42
Chocolate Ginger, 5-lb. boxes,	
30 boxes in case, per lb.	0 45
Crystallized Ginger, 5-lb. boxes,	
30 boxes in case, per lb.	0 45

6c. LINES

Toronto Prices	
Per box	
Filbert Nut Bars, 24 in box, 60	
boxes in case	\$1 05
Almond Nut Bars, 24 in box,	
50 boxes in case	1 05
Puffed Rice Bars, 24 in box,	
50 boxes in case	1 05
Ginger Bars, 24 in box, 50	
boxes in case	1 05
Fruit Bars, 24 in box, 50	
boxes in case	1 05
Active Service Bars, 24 in box,	
50 boxes in case	1 05
Victory Bar, 24 in box, 60	
boxes in case	1 05
Queen's Dessert Bar, 24 in box,	
60 boxes in case	1 05
Regal Milk Chocolate Bar,	
24 in box, 50 boxes in case ..	1 05
Royal Milk Cakes, 24 in box,	
50 boxes in case	1 05
Maple Buds, 6c display boxes,	
6c pyramid packages, 6c	
glassine envelopes, 4 doz in	
box	2 00

10c LINES

Maple Buds, 10c, 1 doz. in box,	
50 boxes in case, per doz.	\$0 95
Medallions, 10c, 1 doz in box,	
50 boxes in case, per doz.	0 95

Mr. Merchant: You never received thanks for giving overweight, did you? Why not?

Because your customer never knew she got it.

If you want to do a customer a favor—present her with a nice 5-lb. box of raisins at Christmas. It will make a hit with her and she'll tell everyone what a fine store yours is.

In slap-dash weighings on an old fashioned scale you are no doubt giving her much more than this **BUT SHE DOESN'T KNOW IT** so you don't get credit for it. All you do is pay the bill.

When you want to give goods away—give them outright.

When you weigh goods "weigh *them* out right."

Remember, no one pays for your losses but yourself. Your customer doesn't. The wholesaler doesn't. The landlord doesn't. Your clerk doesn't. You are the man interested in right weighing. You want to know about the



DAYTON Automatic Scale

Made in many varieties to suit different purposes.

Illustration shows Dayton
Computing Scale No. 251,
with Reflector

30 lb. capacity scale: 10 lbs. on Chart and 20 lbs. on two Beams of 10 lbs. each. Range of prices: 3c to 60c per lb. Standard finish: Turquoise Blue. Gold finish extra. Agate Bearings. Equipped with Glass Platform or Scoop. Largest Seller in the World of any Fan Scale of same capacity.

Best thing to do now is to get a copy of our latest handsome catalogue—hot off the press. A post card brings it.

DAYTON AUTOMATIC SCALES

Royce and Campbell Avenues, Toronto

FRANK E. MUTTON, Vice-President and General Manager

Division International Business Machines Co., Limited, also makers
of International Time Recorders and Hollerith Electric Tabulators.

The Story of War Under the Earth

coast back down the tunnel, while bullets rattled on the shield like hail and, finally, how the explosive blew up the machine gun and its crew and blocked the passage again—this remarkable story is told by Lieut. C. W. Tilbrook (who was one of the two) in the course of an article, "An Underground Tank," in October MACLEAN'S.

Recently a Toronto newspaper declared editorially that the public was tiring of war books and war stories because of the sameness of them. The newspaper was right. But the public literally devours any story of the war that is new. The series of articles that Lieut. Tilbrook has done for MACLEAN'S have been read with an astonishing amount of interest *because they are different from anything that the public has yet read.*

Warfare in the tunnels is a terrible business—grim, silent, cruel. It is a strangely technical phase

THE German sappers had discovered and broken into a Canadian tunnel. They had planted a machine gun at their end and sent a shower of bullets down the dark, narrow passage whenever the Canadians made any effort to enter their underground galleries. The story of how two Canadians nailed steel snipers' shields to the front of a push cart and shoved it ahead of them up to the very teeth of the gun, and how they dropped a can of deadly explosive, hopped on to the cart, and let it

of warfare and the "sappers" go about their business with queer instruments that might have figured in a Jules Verne phantasy. To read of underground fighting, as Lieut. Tilbrook tells of it, is to get a vision of a new kind of war altogether—something gripping, fearsome and mystifying.

"An Underground Tank," is the best of his series. But, after all, it is only one feature in a long array that makes the October issue of MACLEAN'S one of unparalleled interest.

A STRANGE CHANGE IN WOMAN'S WORLD. By Agnes C. Laut.

The new status of women, arising out of the war, is treated in the powerful style of this famous writer, who came from the Canadian West. It introduces a new thought.

CONSCRIPTION AFTER THE WAR. By Brigadier-General A. C. Critchley.

A young Canadian who rose from Lieutenant to General in three years and originated the "Critchley Method" of military training, tells what he thinks about the need for compulsory service after the war.

THE LIFE OF MARY PICKFORD. By Arthur Stringer.

The second of a series of articles on Canada's most famous woman. No expense has been spared to produce the beautiful illustrations specially posed for the photographs.

THE FOUR FACTIONS AT OTTAWA. By J. K. Munro.

That the House will split into four, more or less, distinct groups is the guess of the author, a trained political observer. He outlines the reasons humorously, pungently and impartially. It is a political article on new lines and will be found refreshing.

BONEHEAD BILL—Another Service Poem.

Robert W. Service, most popular of poets, sends all his war verse to MACLEAN'S. In "Bonehead Bill" he depicts the grief of a soldier for his fallen foe.

THE EVENTS OF A MAD WORLD. are summed up in the "Review of Reviews" which gives reprints of the best articles from the magazines of the world. All the best and most important articles are selected—five dollars' worth for twenty cents!

OCTOBER MACLEAN'S

20c. per Copy, \$2.00 per Year.

Now on Sale at all News Dealers

THE MACLEAN PUBLISHING COMPANY, LIMITED
143-153 UNIVERSITY AVENUE, TORONTO

"THISTLE BRAND" TUNNY FISH

(REGISTERED)

Packed and guaranteed only by

THE THISTLE CANNING & CURING CO., ST. MARY'S BAY, N.S.

ATLANTIC "TUNNY FISH" are as much superior to Pacific Coast
Tuna as Atlantic Salmon.

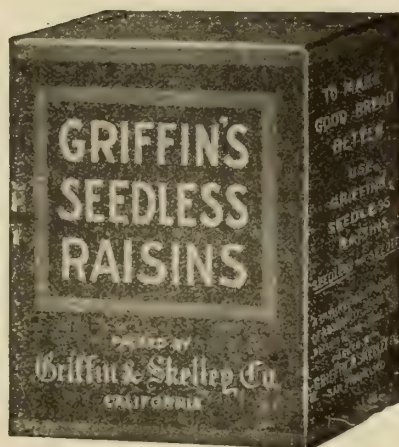
RICH—PALATABLE—NUTRITIOUS

Packed in Half Pound Tins Only. *Full Weight.* Cases Four Dozen Each.

SOLE AGENTS:

Arthur P. Tippet & Co., Montreal

All the Goodness of California's sunshine
is contained in a package of



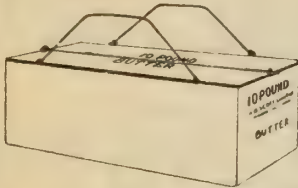
Griffin's Seedless Raisins

Recommend them to your customers

MR. GROCER

Here's a Butter Box

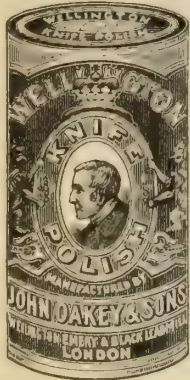
with a real idea
back of it!



Convenient — Collapsible—
Secure. Just such a con-
tainer as farmers, motor-
ists and visitors to the
country will thoroughly ap-
prove of.
Can be had in the following
sizes: 3, 5, 10, 20, 30 and
45 lb. sizes.
You can win good extra
business and extra profits
by showing a little display
of these Butter Boxes in
your store.

Write for quotations.

A. B. SCOTT, LIMITED
NIAGARA FALLS, CANADA



Oakey's "WELLINGTON" KNIFE POLISH

The original and only reliable preparation
for Cleaning and Polishing Cutlery,
etc.

John Oakey & Sons, Ltd.

Manufacturers of Emery Cloth,
Black Lead, Glass Paper, &c.

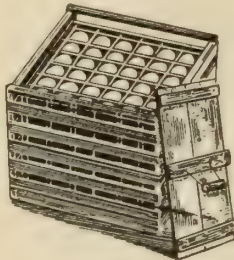
LONDON, S.E., ENGLAND

AGENTS:

Geo. B. Jenkinson, 43 Queen St. East,
Toronto, and J. E. Huxley & Co., 220
McDermid St., Winnipeg.

EGG CASE FILLERS and EXTRA FLATS

For
30 Doz.
Egg
Cases



And
12 Doz.
Egg
Crates

The 12 Dozen Crate

THE MILLER BROS. CO., LTD. 20-38 Dowd St.
Montreal, Que.

We always have a few carloads of
2's and 2½'s

CANNING SHOOKS ON HAND

Write or wire for prices.

W.C. Edwards & Co., Limited
OTTAWA, ONTARIO

CALIFORNIA FRUIT CANNERS ASSOCIATION

CALIFORNIA RIPE OLIVES DEL MONTE BRAND

Size—
2½-quart Tall Cylinder Can
No. 1 Pint Cylinder Can....
No. 16 Jar
No. 4 Jar
No. 10 Can

YUBA BRAND

2½-quart Tall Cylinder Can.
No. 1 Pint Cylinder Can....
No. 10 Can
Picnic Can

BORDEN MILK CO., LTD. CONDENSED MILK

Terms, net, 30 days.

Eagle Brand, each 48 cans..\$9 00
Reindeer Brand, each 48 cans. 8 70
Silver Cow, each 48 cans.... 8 15
Gold Seal, Purity, each 48 cans 8 00
Mayflower Brand, each 48 cans 8 00
Challenge Clover Brand, each
48 cans 7 50

EVAPORATED MILK

St. Charles Brand, Hotel, each
24 cans\$6 40
Jersey Brand, Hotel, each 24
cans 6 40
Peerless Brand, Hotel, each 24
cans 6 40
St. Charles Brand, Tall, each
48 cans 6 50
Jersey Brand, Tall, each 48
cans 6 50
Peerless Brand, Tall, each 48
cans 6 50
St. Charles Brand, Family,
each 48 cans 5 50
Jersey Brand, Family, each
48 cans 5 50
Peerless Brand, Family, each
48 cans 5 50
St. Charles Brand, small, each
48 cans 2 60
Jersey Brand, small, each 48
cans 2 60
Peerless Brand, small, each 48
cans 2 60

* CONDENSED COFFEE

Reindeer Brand, large, each
24 cans\$6 00
Reindeer Brand, small, each
48 cans 6 25
Regal Brand, each 24 cans.. 5 65
Cocoa. Reindeer Brand, large,
each 24 cans 6 00
Reindeer Brand, small, 48 cans 6 25

CARNATION MILK PRODUCTS CO., LTD.

All points east of and including
Fort William, in Ontario, Quebec
and Maritime Provinces.

EVAPORATED MILK

Per Case
Carnation, 16-oz., talls (48
cans per case)6 40
Carnation, 6-oz. baby (96 cans
per case) 5 40
Canada First, 16-oz., talls (48
cans per case) 6 25
Canada First, 6-oz. baby (48
cans per case) 2 60
Canada First, 12-oz. family
(48 cans per case) 5 50
Canada First, 32-oz. hotel (24
cans per case) 6 15

W. CLARK, LIMITED, MONTREAL.

Compressed Corn Beef—½s, \$2.90;
1s, \$4.45; 2s, \$9.25; 6s, \$34.75;
14s, \$80.
Lunch Ham—1s, \$6.45; 2s, \$13.50.
Ready Lunch Beef—1s, \$4.45; 2s, \$9.
English Brawn—½s, \$2.90; 1s,
\$4.95; 2s, \$9.90.
Boneless Pig's Feet—½s, \$2.90; 1s,
\$4.95; 1s, \$9.90.
Ready Lunch Veal Loaf—½s, \$2.40;
1s, \$4.45.
Ready Lunch, Beef-Ham Loaf—½s,
\$2.40; 1s, \$4.45.
Ready Lunch Beef Loaf—½s, \$2.40;
1s, \$4.45.
Ready Lunch Asst. Loaves—½s,
\$2.45; 1s, \$4.50.
Geneva Sausage—1s, \$4.95; 2s, \$9.45
Roast Beef—½s, \$2.90; 1s, \$4.45;
2s, \$9.25; 6s, \$34.75.
Boiled Beef—1s, \$4.45; 2s, \$9.25; 6s,
\$34.75.
Jellied Veal—½s, \$2.90; 1s, \$4.45;
2s, \$9.

Cooked Tripe—1s, \$2.45; 2s, \$4.45.
Stewed Ox Tail—1s, \$2.45; 2s, \$4.45.
Stewed Kidney—1s, \$4.45; 2s, \$8.95.
Mince Collops—½s, \$1.95; 1s, \$3.75;
2s, \$6.95.
Sausage Meat—1s, \$4, 2s, \$7.75.
Corn Beef Hash — ½s, \$1.95; 1s,
\$3.70; 2s, \$5.45.
Beef Steak and Onions—½s, \$2.90;
1s, \$4.45; 2s, \$8.45.
Jellied Hocks—2s, \$9.95; 6s, \$29.80;
Irish Stew—1s, \$3.45; 2s, \$6.75.
Cambridge Sausage—1s, \$4.45; 2s,
\$8.45.
Boneless Chicken — ½s, \$5.90; 1s,
\$8.95.
Boneless Turkey — ½s, \$5.90; 1s,
\$8.95.
Ox Tongue—½s, \$3.85; 1s, \$7.95;
1½s, \$12.45; 2s, \$15.95; 2½s,
\$17.50; 3½s, \$27; 6s, \$45.
Lunch Tongue—½s, \$3.45; 1s, \$6.75;
2s, \$15.50.
Tongue Lunch—1s, \$6.75.
Beef Suet—1s, \$4.90; 2s, \$8.50.
Mince Meat (Tins)—1s, \$2.95; 2s,
\$4.45; 5s, \$12.95.
Mince Meat (Bulk)—5s, 23c; 10s,
22c; 25s, 21c; 50s, 20c; 85s, 20c.
Chateau Brand Pork and Beans,
with Tomato Sauce—Ind., \$1.10;
1s, \$1.75; 2s, \$2.55; 3s, \$3.85.
With Plain Sauce—Ind., \$1; 1s,
\$1.65; 2s, \$2.40; 3s, \$3.40.
Chateau Brand Concentrated Soups
—Celery, 1s, \$1.25; Consommé,
1s, \$1.25; Green Peas, 1s, \$1.25;
Julienne, 1s, \$1.25; Mulligatawny,
1s, \$1.25; Mutton Broth, 1s, \$1.25;
Ox Tail, 1s, \$1.25; Pea, 1s, \$1.25;
Scotch Broth, 1s, \$1.25; Vege-
table, 1s, \$1.25; Chicken, 1s,
\$1.65; Mock Turtle, 1s, \$1.65; To-
mato, 1s, \$1.65; Vermicelli To-
mato, 1s, \$1.35; Assorted, 1s,
\$1.35; Soups and Bouilli, 1s,
\$12.50.

Clark's Pork and Beans, Tomato
Sauce, Blue Label—Ind., 95c; 1s,
\$1.25; 1½s, \$1.90; 2s, \$2.30; 3s,
\$2.95; 4s, \$3.35; 5s, \$3.75; 6s,
\$4.15; 7s, \$4.55; 8s, \$4.95; 9s,
\$5.35; 10s, \$5.75; 11s, \$6.15; 12s,
\$6.55; 13s, \$6.95; 14s, \$7.35; 15s,
\$7.75; 16s, \$8.15; 17s, \$8.55; 18s,
\$8.95; 19s, \$9.35; 20s, \$9.75; 21s,
\$10.15; 22s, \$10.55; 23s, \$10.95; 24s,
\$11.35; 25s, \$11.75; 26s, \$12.15; 27s,
\$12.55; 28s, \$12.95; 29s, \$13.35; 30s,
\$13.75; 31s, \$14.15; 32s, \$14.55; 33s,
\$14.95; 34s, \$15.35; 35s, \$15.75; 36s,
\$16.15; 37s, \$16.55; 38s, \$16.95; 39s,
\$17.35; 40s, \$17.75; 41s, \$18.15; 42s,
\$18.55; 43s, \$18.95; 44s, \$19.35; 45s,
\$19.75; 46s, \$20.15; 47s, \$20.55; 48s,
\$20.95; 49s, \$21.35; 50s, \$21.75; 51s,
\$22.15; 52s, \$22.55; 53s, \$22.95; 54s,
\$23.35; 55s, \$23.75; 56s, \$24.15; 57s,
\$24.55; 58s, \$24.95; 59s, \$25.35; 60s,
\$25.75; 61s, \$26.15; 62s, \$26.55; 63s,
\$26.95; 64s, \$27.35; 65s, \$27.75; 66s,
\$28.15; 67s, \$28.55; 68s, \$28.95; 69s,
\$29.35; 70s, \$29.75; 71s, \$30.15; 72s,
\$30.55; 73s, \$30.95; 74s, \$31.35; 75s,
\$31.75; 76s, \$32.15; 77s, \$32.55; 78s,
\$32.95; 79s, \$33.35; 80s, \$33.75; 81s,
\$34.15; 82s, \$34.55; 83s, \$34.95; 84s,
\$35.35; 85s, \$35.75; 86s, \$36.15; 87s,
\$36.55; 88s, \$36.95; 89s, \$37.35; 90s,
\$37.75; 91s, \$38.15; 92s, \$38.55; 93s,
\$38.95; 94s, \$39.35; 95s, \$39.75; 96s,
\$40.15; 97s, \$40.55; 98s, \$40.95; 99s,
\$41.35; 100s, \$41.75; 101s, \$42.15; 102s,
\$42.55; 103s, \$42.95; 104s, \$43.35; 105s,
\$43.75; 106s, \$44.15; 107s, \$44.55; 108s,
\$44.95; 109s, \$45.35; 110s, \$45.75; 111s,
\$46.15; 112s, \$46.55; 113s, \$46.95; 114s,
\$47.35; 115s, \$47.75; 116s, \$48.15; 117s,
\$48.55; 118s, \$48.95; 119s, \$49.35; 120s,
\$49.75; 121s, \$50.15; 122s, \$50.55; 123s,
\$50.95; 124s, \$51.35; 125s, \$51.75; 126s,
\$52.15; 127s, \$52.55; 128s, \$52.95; 129s,
\$53.35; 130s, \$53.75; 131s, \$54.15; 132s,
\$54.55; 133s, \$54.95; 134s, \$55.35; 135s,
\$55.75; 136s, \$56.15; 137s, \$56.55; 138s,
\$56.95; 139s, \$57.35; 140s, \$57.75; 141s,
\$58.15; 142s, \$58.55; 143s, \$58.95; 144s,
\$59.35; 145s, \$59.75; 146s, \$60.15; 147s,
\$60.55; 148s, \$60.95; 149s, \$61.35; 150s,
\$61.75; 151s, \$62.15; 152s, \$62.55; 153s,
\$62.95; 154s, \$63.35; 155s, \$63.75; 156s,
\$64.15; 157s, \$64.55; 158s, \$64.95; 159s,
\$65.35; 160s, \$65.75; 161s, \$66.15; 162s,
\$66.55; 163s, \$66.95; 164s, \$67.35; 165s,
\$67.75; 166s, \$68.15; 167s, \$68.55; 168s,
\$68.95; 169s, \$69.35; 170s, \$69.75; 171s,
\$70.15; 172s, \$70.55; 173s, \$70.95; 174s,
\$71.35; 175s, \$71.75; 176s, \$72.15; 177s,
\$72.55; 178s, \$72.95; 179s, \$73.35; 180s,
\$73.75; 181s, \$74.15; 182s, \$74.55; 183s,
\$74.95; 184s, \$75.35; 185s, \$75.75; 186s,
\$76.15; 187s, \$76.55; 188s, \$76.95; 189s,
\$77.35; 190s, \$77.75; 191s, \$78.15; 192s,
\$78.55; 193s, \$78.95; 194s, \$79.35; 195s,
\$79.75; 196s, \$80.15; 197s, \$80.55; 198s,
\$80.95; 199s, \$81.35; 200s, \$81.75; 201s,
\$82.15; 202s, \$82.55; 203s, \$82.95; 204s,
\$83.35; 205s, \$83.75; 206s, \$84.15; 207s,
\$84.55; 208s, \$84.95; 209s, \$85.35; 210s,
\$85.75; 211s, \$86.15; 212s, \$86.55; 213s,
\$86.95; 214s, \$87.35; 215s, \$87.75; 216s,
\$88.15; 217s, \$88.55; 218s, \$88.95; 219s,
\$89.35; 220s, \$89.75; 221s, \$90.15; 222s,
\$90.55; 223s, \$90.95; 224s, \$91.35; 225s,
\$91.75; 226s, \$92.15; 227s, \$92.55; 228s,
\$92.95; 229s, \$93.35; 230s, \$93.75; 231s,
\$94.15; 232s, \$94.55; 233s, \$94.95; 234s,
\$95.35; 235s, \$95.75; 236s, \$96.15; 237s,
\$96.55; 238s, \$96.95; 239s, \$97.35; 240s,
\$97.75; 241s, \$98.15; 242s, \$98.55; 243s,
\$98.95; 244s, \$99.35; 245s, \$99.75; 246s,
\$100.15; 247s, \$100.55; 248s, \$100.95; 249s,
\$101.35; 250s, \$101.75; 251s, \$102.15; 252s,
\$102.55; 253s, \$102.95; 254s, \$103.35; 255s,
\$103.75; 256s, \$104.15; 257s, \$104.55; 258s,
\$104.95; 259s, \$105.35; 260s, \$105.75; 261s,
\$106.15; 262s, \$106.55; 263s, \$106.95; 264s,
\$107.35; 265s, \$107.75; 266s, \$108.15; 267s,
\$108.55; 268s, \$108.95; 269s, \$109.35; 270s,
\$109.75; 271s, \$110.15; 272s, \$110.55; 273s,
\$110.95; 274s, \$111.35; 275s, \$111.75; 276s,
\$112.15; 277s, \$112.55; 278s, \$112.95; 279s,
\$113.35; 280s, \$113.75; 281s, \$114.15; 282s,
\$114.55; 283s, \$114.95; 284s, \$115.35; 285s,
\$115.75; 286s, \$116.15; 287s, \$116.55; 288s,
\$116.95; 289s, \$117.35; 290s, \$117.75; 291s,
\$118.15; 292s, \$118.55; 293s, \$118.95; 294s,
\$119.35; 295s, \$119.75; 296s, \$120.15; 297s,
\$120.55; 298s, \$120.95; 299s, \$121.35; 300s,
\$121.75; 301s, \$122.15; 302s, \$122.55; 303s,
\$122.95; 304s, \$123.35; 305s, \$123.75; 306s,
\$124.15; 307s, \$124.55; 308s, \$124.95; 309s,
\$125.35; 310s, \$125.75; 311s, \$126.15; 312s,
\$126.55; 313s, \$126.95; 314s, \$127.35; 315s,
\$127.75; 316s, \$128.15; 317s, \$128.55; 318s,
\$128.95; 319s, \$129.35; 320s, \$129.75; 321s,
\$130.15; 322s, \$130.55; 323s, \$130.95; 324s,
\$131.35; 325s, \$131.75; 326s, \$132.15; 327s,
\$132.55; 328s, \$132.95; 329s, \$133.35; 330s,
\$133.75; 331s, \$134.15; 332s, \$134.55; 333s,
\$134.95; 334s, \$135.35; 335s, \$135.75; 336s,
\$136.15; 337s, \$136.55; 338s, \$136.95; 339s,
\$137.35; 340s, \$137.75; 341s, \$138.15; 342s,
\$138.55; 343s, \$138.95; 344s, \$139.35; 345s,
\$139.75; 346s, \$140.15; 347s, \$140.55; 348s,
\$140.95; 349s, \$141.35; 350s, \$141.75; 351s,
\$142.15; 352s, \$142.55; 353s, \$142.95; 354s,
\$143.35; 355s, \$143.75; 356s, \$144.15; 357s,
\$144.55; 358s, \$144.95; 359s, \$145.35; 360s,
\$145.75; 361s, \$146.15; 362s, \$146.55; 363s,
\$146.95; 364s, \$147.35; 365s, \$147.75; 366s,
\$148.15; 367s, \$148.55; 368s, \$148.95; 369s,
\$149.35; 370s, \$149.75; 371s, \$150.15; 372s,
\$150.55; 373s, \$150.95; 374s, \$151.35; 375s,
\$151.75; 376s, \$152.15; 377s, \$152.55; 378s,
\$152.95; 379s, \$153.35; 380s, \$153.75; 381s,
\$154.15; 382s, \$154.55; 383s, \$154.95; 384s,
\$155.35; 385s, \$155.75; 386s, \$156.15; 387s,
\$156.55; 388s, \$156.95; 389s, \$157.35; 390s,
\$157.75; 391s, \$158.15; 392s, \$158.55; 393s,
\$158.95; 394s, \$159.35; 395s, \$159.75; 396s,
\$160.15; 397s, \$160.55; 398s, \$160.95; 399s,
\$161.35; 400s, \$161.75; 401s, \$162.15; 402s,
\$162.55; 403s, \$162.95; 404s, \$163.35; 405s,
\$163.75; 406s, \$164.15; 407s, \$164.55; 408s,
\$164.95; 409s, \$165.35; 410s, \$165.75; 411s,
\$166.15; 412s, \$166.55; 413s, \$166.95; 414s,
\$167.35; 415s, \$167.75; 416s, \$168.15; 417s,
\$168.55; 418s, \$168.95; 419s, \$169.35; 420s,
\$169.75; 421s, \$170.15; 422s, \$170.55; 423s,
\$170.95; 424s, \$171.35; 425s, \$171.75; 426s,
\$172.15; 427s, \$172.55; 428s, \$172.95; 429s,
\$173.35; 430s, \$173.75; 431s, \$174.15; 432s,
\$174.55; 433s, \$174.95; 434s, \$175.35; 435s,
\$175.75; 436s, \$176.15; 437s, \$176.55; 438s,
\$176.95; 439s, \$177.35; 440s, \$177.75; 441s,
\$178.15; 442s, \$178.55; 443s, \$178.95; 444s,
\$179.35; 445s, \$179.75; 446s, \$180.15; 447s,
\$180.55; 448s, \$180.95; 449s, \$181.35; 450s,
\$181.75; 451s, \$182.15; 452s, \$182.55; 453s,
\$182.95; 454s, \$183.35; 455s, \$183.75; 456s,
\$184.15; 457s, \$184.55; 458s, \$184.95; 459s,
\$185.35; 460s, \$185.75; 461s, \$186.15; 462s,
\$186.55; 463s, \$186.95; 464s, \$187.35; 465s,
\$187.75; 466s, \$188.15; 467s, \$188.55; 468s,
\$188.95; 469s, \$189.35; 470s, \$189.75; 471s,
\$190.15; 472s, \$190.55; 473s, \$190.95; 474s,
\$191.35; 475s, \$191.75; 476s, \$192.15; 477s,
\$192.55; 478s, \$192.95; 479s, \$193.35; 480s,
\$193.75; 481s, \$194.15; 482s, \$194.55; 483s,
\$194.95; 484s, \$195.35; 485s, \$195.75; 486s,
\$196.15; 487s, \$196.55; 488s, \$196.95; 489s,
\$197.35; 490s, \$197.75; 491s, \$198.15; 492s,
\$198.55; 493s, \$198.95; 494s, \$199.35; 495s,
\$199.75; 496s, \$200.15; 497s, \$200.55; 498s,
\$200.95; 499s, \$201.35; 500s, \$201.75; 501s,
\$202.15; 502s, \$202.55; 503s, \$202.95; 504s,
\$203.35; 505s, \$203.75; 506s, \$204.15; 507s,
\$204.55; 508s, \$204.95; 509s, \$205.35; 510s,
\$205.75; 511s, \$206.15; 512s, \$206.55; 513s,
\$206.95; 514s, \$207.35; 515s, \$207.75; 516s,
\$208.15; 517s, \$208.55; 518s, \$208.95; 519s,
\$209.35; 520s, \$209.75; 521s, \$210.15; 522s,
\$210.55; 523s, \$210.95; 524s, \$211.35; 525s,
\$211.75; 526s, \$212.15; 527s, \$212.55; 528s,
\$212.95; 529s, \$213.35; 530s, \$213.75; 531s,
\$214.15; 532s, \$214.55; 533s, \$214.95; 534s,
\$215.35; 535s, \$215.75; 536s, \$216.15; 537s,
\$216.55; 538s, \$216.95; 539s, \$217.35; 540s,
\$217.75; 541s, \$218.15; 542s, \$218.55; 543s,
\$218.95; 544s, \$219.35; 545s, \$219.75; 546s,
\$220.15; 547s, \$220.55; 548s, \$220.95; 549s,
\$221.35; 550s, \$221.75; 551s, \$222.15; 552s,
\$222.55; 553s, \$222.95; 554s, \$223.35; 555s,
\$223.75; 556s, \$224.15; 557s, \$224.55; 558s,
\$224.95; 559s, \$225.35; 560s, \$225.75; 561s,
\$226.15; 562s, \$226.55; 563s, \$226.95; 564s,

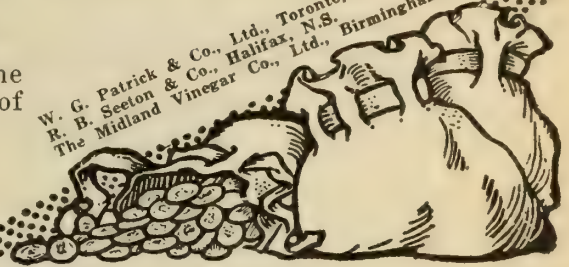
H.P. SAUCE

Stands Alone

Strikingly advertised, H.P. is known throughout the world as the most appetizing sauce — a blend of Oriental fruits and spices and Pure Malt Vinegar.

Wherever sold, it attracts a ready custom, and gives impetus to trade.

W. G. Patrick & Co., Ltd., Toronto, Montreal, etc.
R. B. Seeton & Co., Halifax, N.S.
The Midland Vinegar Co., Ltd., Birmingham, Eng.



MADE IN CANADA

*When you say
"Gold Dust,"
does anyone ever ask:
What is it?*



THE N. K. FAIRBANK COMPANY
LIMITED MONTREAL

Let the GOLD DUST
TWINS do your work.

Furnivall's

FINE
FRUIT
PURE JAM

AGENTS:—Ontario—MacLaren Imperial Cheese Co., Ltd., Toronto, H. J. Sykes, 736 Elgin St., Ottawa, Ont. Montreal—George Hodge & Sons, Limited. St. John, N.B.—MacLaren Imperial Cheese Co. Halifax, N.S.—MacLaren Imperial Cheese Co. Sydney, N.S.—A. E. Sheppard. Hamilton—R. M. Griffith. Calgary, Alta.—MacLaren Imperial Cheese Co., Ltd. Edmonton, Alta.—MacLaren Imperial Cheese Co., Ltd. Saskatoon—The H. L. Perry Co., Ltd. Manitoba—The H. L. Perry Co., Ltd., Winnipeg.

Suggest Furnivall's with the certain assurance that Furnivall quality will satisfy the most critical.

Ask your wholesaler to supply you with the New Season's Pack.

FURNIVALL-NEW, Limited
Hamilton, Canada

Success and Your Associates

ALWAYS associate with men who are earning more money than you are. Such is the advice given by a man whose name is known the world over for his own success and the business which he created. It is good advice of a certainty, but we are not urging that it is the best advice. At the same time it is wise to associate with better or bigger men than you are yourself, because you are likely to be lifted up to their levels.

Most of us would probably like to be the intimates of J. P. Morgan, or of John D, or of Charlie Schwab, or Canny Andrew. If we had a speaking acquaintance with John Wanamaker, or Lord Beaverbrook, or Lord Shaughnessy, and with other distinguished and successful men, we would take comfort from the fact.

And most of us would feel rather small and uncomfortable if we were placed beside President Woodrow Wilson at a dinner table, or beside Sir Robert Borden, Sir Herbert Holt or Sir Wm. Mackenzie. And the reason would probably be that we know so little of the knowledge that really counts. If these successful business men engaged us in conversation we would probably find ourselves knowing very little about the things that matter.

This will illustrate the point:

Here's a true story. A Toronto manufacturer found himself on a train going to Albany in company with a number of distinguished Americans about to attend the inaugural ceremonies of a State Governor. A washout led to a delay, and the Canadian was thrown into close association with senators and congressmen and prominent lawyers. They bantered the little Canadian about Canada. He had the pluck of a bigger man. He had been a constant reader of THE FINANCIAL POST.

and had absorbed many facts about Canada. He surprised his American traveling companions with his positive, well-informed and wide knowledge of Canada. When the company reached Albany, the Canadian was persuaded to attend the ceremonies, and was introduced as the man who knew all about Canada. The Governor was interested in Canada, and said so, and the little Canadian found himself telling the story of Canada very ardently to a very attentive listener, much to the amusement of his friends who introduced him.

This man made a hit on that journey, and many friends. One of the company gave him a stock market tip worth a fortune.

The point of this story is: You, as a Canadian, can make yourself informed very fully and intelligently if you become a regular reader of THE FINANCIAL POST. You can make yourself a worthy companion and intimate of presidents and magnates. The world likes to listen to men who know something well, and who can talk interestingly and informingly on the subject of their study.

You can become worth listening to if you know your Canada well. And you can get the kind and amount of knowledge concerning Canada which will make you interesting to others if you will read THE FINANCIAL POST regularly each week.

IF you read THE FINANCIAL POST REGULARLY you will find yourself keeping company with the highest paid staff of editors engaged on any publication in Canada—trained men who know how to make others know what they know and learn.

You will find yourself living in a most interesting world—the great, throbbing world of business. You will have your thoughts tremendously stimulated and helpfully directed. You will find yourself becoming a fit table companion for big men — this because you will have knowledge of a quality that will keep you from shame.

What is it that keeps you and THE POST separated? It cannot be its subscription price of \$3. Probably it is because you are not very well acquainted with this paper.

We are going to put it to you this way: If you have the desire to be worthy of association with big men, then prepare yourself for such association by reading THE POST, and to make acquaintance easy, we provide the coupon below. It offers you THE POST for four months for a dollar bill.

The MacLean Publishing Company, Limited,
143-153 University Avenue, Toronto.

Send $\frac{\text{me}}{\text{us}}$ THE FINANCIAL POST for four months for One Dollar. Money $\frac{\text{enclosed}}{\text{to be remitted}}$

(Signed)

SMOKED FISH

With these snappy days a nice

Haddie, Bloater or Kipper

would just suit the taste and incidentally the pocket-book of any customer.

We are ready for business now with a full line of Smoked, Dried and Frozen Fish.

'Phone Fish Dept. M6568

WHITE & CO., LTD.

Front and Church Streets
TORONTO

Canada Food Board License No. 277

New Cranberries

Sweet Potatoes

Cuban Grape Fruit

Canadian Onions

California Oranges

Verdelli Lemons

Local Fruits

Peaches, Grapes,

Plums and Pears

We solicit your orders for any of the above lines, knowing that we can give you satisfaction.

McBRIDE BROS.

35 Church Street, Toronto

CANADIAN FRUITS

PEACHES ELBERTAS

Fine Quality on Now. Crop Short, will soon be over. We have cars arriving daily. Order Now.

Also

**Pears, Plums, Grapes,
Tomatoes and all other Vegetables.**

Foreign Fruits

Oranges, Lemons,

Grape Fruit and Bananas

The House of Quality.

HUGH WALKER & SON

Established 1861

Guelph, Ontario

Canadian Food Control, License Nos. 3-090, 3-204.

GRAPES

This will be the last week for Niagara fruit. We expect to receive some of the season's best. California Tokays, in crates — delicious table fruit.

PEARS

Oregon Howells in boxes. Beautiful color. Finest eating quality. Domestic Howells and other preserving varieties.

APPLES

The season is here when you will need to provide for your winter supply. We have secured some of the best orchards in Ontario.

Will also have supplies of Nova Scotia in barrels, and B. C. and Washington apples in boxes. Get in touch with us now. This is the time to buy.

Oranges, Lemons, Grape Fruit—fresh arrivals. Extra fancy quality.

SWEET POTATOES, CRANBERRIES

Now seasonable.

DOMESTIC VEGETABLES

We buy or sell in carload quantities. Mail us list of your offerings or your requirements. Get our prices.

DUNCANS LIMITED

NORTH BAY, ONT.

Food Control License No. 151.



Custard that Compels Custom

It is the fresh, delicate, creamy "home-made" flavour of Freemans Devonshire Custard that has made it so popular in the British Isles.

Oversea Troops from the Dominion who have returned home are bringing with them many links with the Old Country, one of which is a desire to taste again its delicate and unrivalled purity.

It will pay you well to display

FREEMANS DEVONSHIRE CUSTARD

in your store—it is such a ready seller and a very profitable line to stock, also it will enable you to push your canned and bottled fruits to great advantage.

Freeman's Devonshire Custard owes its unrivalled purity and flavour to the ideal conditions of cleanliness under which it is manufactured.

Write for trade terms and particulars to the
WATFORD MFG., Co., Ltd.
Delectaland, Watford,
England.

Freemans
FOOD PRODUCTS
Watford

INDEX TO ADVERTISERS

A		M	
Acadia Sugar	4	Maclure, A. M., & Co.	11
Anderson & Miskin	41	Mackay Co., Ltd., John	13
Anchor Cap	2	MacLeod & Co., D. J.	11
B		Maclure & Langley	12
Brackman-Ker Milling Co. ...	43	Magor, Son & Co., Ltd.	18
Bain, Donald H., Co.	55	Mann, C. A., & Co.	87
Bedlington, R. G., & Co., Ltd.	39	Marsh Grape Juice Co.	13
Bodley, C. J.	2	Marshall, H. D.	13
Borden Milk Co.	1	Martin & Robertson, Ltd. ...	52
Burns & Co., P.	36	McBride Bros.	85
Braid & Co., Wm.	49	Miller Bros. Co.	80
B.C. Fruit Growers' Ass'n....	54	Mathieu, J. L.	15
C		Midland Vinegar	81
California Associated Raisin Co.	15	Mount Royal Milling Co.	74
Canadian Salt Co.	81	Macdonald & Co., W. L.	55
Cane & Sons Co., Wm.	15	Macdonald & Co., A.	45
Canada Nut Co.	55	MacIvor Bros., Ltd.	72
Clark, W., Ltd.	7	N	
Connors Bros.	75	National Cash Register Co. ...	8
Copeland & Sons, G.	15	Nelson, C. J.	55
Coca Cola Co.	Back cover	No-Vary Products Co.	53
Chilliwick Evaporating &		Nutrient Food Co.	87
Packing Co.	38	Nootka Canning Co.	42
Clayoquot Sound Canning Co.,		Nagle & Co., N. (Volpeek)...	88
Ltd.	46	O	
Cowan & Co.	4	Oakeys, John, & Son, Ltd. ...	80
Cockburn Co., F. D.	11	O'Loane, Kiely & Co., Ltd. ...	51
D		Oppenheimer Bros., Ltd.	40
Davies, Wm., Co.	73	Oury Millar Co.	16
Duncans, Ltd.	85	P	
Dayton Scale Co.	77	Patrick, W. G., & Co.	12
Defiance Packing Co.	44	Pennock, H. P., & Co., Ltd. ...	10
E		Perry, H. L., & Co.	10
Eckhardt, H. P., & Co.	83	Pullan, E.	87
Edwards, W. C.	80	Pioneer Coffee & Spice Mills. 54	
Egg-O Baking Powder	17	R	
El Roi-Tan, Ltd.	11	Releg Co., Ltd.	74
Elliott, W. F.	12	Rithet & Co., Ltd., R. P.	44
Escott, W. H., Co.	10	Rock City Tobacco Co.	16
Eddy, E. B., Co.	5	Rose & Laflamme, Ltd.	13
F		Robinhood Mills Co. ..Front cover	
Fairbanks Co., N. K.	31	S	
Freeman & Sheely	13	Sarnia Barrel Works	87
Freeman, The W. A., Co.	75	Scott-Bathgate Co., Ltd.	10
Furnivall-New, Ltd.	81	Shaw & Ellis	74
Fugita Co.	47	Spratts, Limited	14
Ford Motor Co. Inside back cover		Schofield & Beer	13
G		Stevens-Hepner Co.	16
Gaetz & Co.	13	Scott, A. B., Ltd.	80
Genest, J. R.	13	Sutcliffe & Bingham	18
Gillespie Co., The Robt.	55	T	
Grant, C. H.	11	Tamura, S.	39
Gosse-Millerd Packing Co. ...	48	Tobin, J., & Son	11
Griffin & Skelly	79	Toronto Salt Works	87
Guelph Soap Co.	84	Trent Mfg. Co.	87
H		Thompson, E. B.	87
Hargraves, Canada, Ltd.	17	Turton, J. E.	13
Hart, C. B., Reg.	13	Tippett, A. P.	79
Heinz Co.	75	Toronto Pottery Co.	87
I		V	
Imperial Rice Milling Co. ...	38	Vancouver Pickle Co., Ltd. ...	38
Imperial Extract Co.	76	Vogans, Ltd.	87
J		W	
Jones Packing & Provision Co.	12	Wagstaffe, Ltd.	9
K		Inside front cover and	
Kavanagh Co.	87	Walker, Hugh, & Son	85
Kearney Bros.	14	Ward, W. A.	52
King-Beach Mfg. Co., Ltd. ...	50	Watford Mfg. Co.	86
Kelly Confection Co.	46	Watson & Truesdale	11
L		Wethey, J. H., & Co.	17
Lambe, W. G.	12	Wilson Bros.	40
Lea & Perrins (Harold Seddon)	37	White & Co.	85
Levensons	38	Williams Storage Co.	11
Lemon Bros.	12	Woods, Walter, & Co.	14
Lever Bros.	3	Western Salt Co.	86
Little Bros., Ltd.	55		

Purity

TABLE SALT



In sanitary cotton bags and handy free-running packages.

You cannot recommend a better salt to any housewife than Purity. For table or dairy use there is no better salt—a fact good housewives are quick to appreciate. You'll get a good margin of profit on every sale of Purity.

THE WESTERN SALT CO., LIMITED
COURTRIGHT
ONT.



BUYERS' DIRECTORY

Latest Editorial Market Information and Guide to Buyers.

Vogan's

**Overseas
CAKE**

Put up in one pound packages.

Order from your jobber to-day.

VOGANS, LIMITED TORONTO



**JARS AND
BUTTER CROCKS**

are needed in every household. We can supply you with the kind that sells. Write for price list now to

The Toronto Pottery Co. LIMITED
Dominion Bank Bldg., Toronto

BARRELS

(The best shipping package.)

We make them all sizes and for all purposes. For Apples, green or dry; Cereals, Crackers, Bottles, Candy, Spices, Hardware, Meat, etc.

Get our prices.

THE SARNIA BARREL WORKS, SARNIA, ONT.

We are now located in our new and more spacious warehouse at

60-62 JARVIS ST.

TORONTO SALT WORKS

GEO. J. CLIFF

GOVERNMENT RESERVATION SALMON AND TOMATOES, 1918 PACK

Latest prices issued by the U.S. Food Administration show the following modifications in recent Government Reservation of salmon, 1918 pack. The figures now given out show the following percentages:

80 per cent. Tall and Flat Alaska Reds, No. 1. 60 per cent. Tall and Flat Pinks, No. 1. 60 per cent. Tall and Flat Alaska Chums, No. 1. 100 per cent. all sizes Puget Sound, A Sockeyes.

All Medium Reds, Cohoes, and silversides are released except such quantities as are already designated to be held by the Government.

Tomatoes—the Government reserves 45 per cent. of the total 1918 pack of all grades. Delivery should be of standard grade. If packer does not have sufficient quantity of standard, he should make adjustment with buyer before tendering other grades.

These figures will illustrate what the Food Administration in the United States is doing to take care of the requirements of the army and navy. In regard to salmon the Dominion Government has taken almost the same action in regard to the 1918 pack, and whereas definite information is not available, it is expected that the biggest portion of this year's pack will go through Government hands. As far as can be learned, no action has been taken in reference to tomatoes. However, the Dominion Government follows the U.S. Government in many regulations, and their actions taking 45 per cent. of the Tomato pack may indicate some similar action here.

MINCEMEAT

Write, wire or telephone for quotations for prompt or fall delivery.

E. B. THOMPSON

20 Front Street East, Toronto

30 DOZ. CASE FILLERS
ONE DOZ. CARTON FILLERS
¾-INCH CUSHION FILLERS
CORRUGATED FLATS

The TRENT MFG. CO., Ltd.
TRENTON - - - ONTARIO

CHOCOLATTA

contains chocolate, milk and sugar in powdered form.

Makes a delicious drink served hot or cold. Suggest it to your customers for Home and Overseas.

NUTRIENT FOOD CO., TORONTO

HIGHEST PRICES PAID

for all kinds of

Poultry and Fresh Eggs

KAVANAGH PROVISION CO.

372 Bleury Street, Montreal

Telephones: Uptown 4620-4621. Night Up, 1980

SUGAR BAGS

With or Without Liners

E. Pullan, Toronto

GROCERS & BUTCHERS

Buy the Best

FANCY DRESSED POULTRY,
SELECTED EGGS, CHOICE DAIRY
AND CREAMERY BUTTER

C. A. MANN & CO.

LONDON, Ontario

"Canada Food Board License No. 7-078"

These one-inch spaces
only \$1.25 per insertion
if used each issue in the
year.

All these ads will have
position on a live page
each week containing
reading matter.

Wanted

CLASSIFIED ADVERTISING

Advertisements under this heading 2c per word for first insertion. 1c for each subsequent.

Where replies come to our care to be forwarded, five cents must be added to cost to cover postage, etc.

Contractions count as one word, but five figures (as \$1,000) are allowed as one word.

Cash remittances to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittances cannot be acknowledged.

WANTED

DEAD STOCK OF PATENT MEDICINES. drugs and sundries bought or exchanged. Write The Drug Exchange Co., P.O. Box 1843, Montreal, Que.

SALESMAN WOULD LIKE HIGH GRADE lines for Quebec city and district. Address, Box 65, St. Rochs, Quebec.

EXPERIENCED GROCERY CLERK WANTED for general store in Saskatchewan. State salary and experience in first letter. Matthewson Bros., Strassburg, Sask.

I WILL BUY OR SELL ON YOUR BEHALF any goods suitable for good class grocers in England. Write me. Wilson, Dryland House, Buxton, England.

WANTED — FIFTY-GALLON BOWSER OIL tank. State lowest cash price. Box 758, Lindsay, Ontario.

AGENCY WANTED FOR QUEBEC. SALARY or commission. First-class references. Write A. S., 154 Desfranciscains, Quebec.

AN EXPERIENCED MAN TO TAKE CARE of horse and do delivering and outside work around General Store and to fill in time in store. Apply with reference, stating experience and salary expected. Lewis Bros., Richmond, Ont.

The next time you want a clerk, be sure to advertise in the "Wanted" Page of CANADIAN GROCER. You will receive inquiries from the liveliest clerks in the Canadian grocery trade, because reading CANADIAN GROCER is a test of the clerk's interest in his business.

TO THE TRADE

This Want Ad. page offers opportunities to YOU!

There were thirteen replies received to a recent advertisement on this page, the results being satisfactory to the advertiser.

CANADIAN GROCER offers you Dominion-wide circulation among the grocery trade, which means that this page is read by Business men; men who are as deeply interested in the Grocery trade as you are.

Advertisements are classified under suitable headings, so that they can be located at a glance.

The cost is trivial—2 cents per word first insertion, and one cent per word for each subsequent insertion.

If you wish your replies directed to a box, the charge is 5 cents per insertion extra, to cover cost of postage.

Send your want ads along and please enclose remittance to cover, as it saves unnecessary bookkeeping, etc.

FOR SALE

FOR SALE OR RENT.

BRICK STORE 24' x 60' TWO STOREYS HIGH. Ideal location for a general business. Situated in a rich agricultural district village, population 340. Proprietor has sold his stock and retired. Possession at once. Apply E. Richards, Melbourne, Ontario

CASH GROCERY BUSINESS AVERAGING \$450 weekly. Dwelling and store combined. Box 440, Canadian Grocer.

ARE YOU OVERSTOCKED IN SOME LINES which do not move rapidly in your locality and you desire to clear them out? There may be some other locality where these goods are selling. CANADIAN GROCER has thousands of good grocers on its list, and here is the chance to speak to them at a very low cost. Try a condensed ad in CANADIAN GROCER. Rates payable in advance, 2 cents per word first insertion and 1 cent per word each subsequent insertion, with 5 cents per insertion extra for box number.

FOR SALE—GROCERY AND MEAT BUSINESS in Western Ontario City, centrally situated. Established over thirty-five years ago; both country and city trade. turnover about \$20,000 yearly. Stock about \$2,000. Ill health reason for selling; must go south for winter. Apply Box 442, Canadian Grocer, Toronto.

FIXTURES FOR SALE

EVERY MERCHANT WHO SEEKS MAXIMUM efficiency should ask himself whether a Gipe-Hazard Cash Carrier, as a time and labor saver, is not worth more than the high-priced labor which it liberates. Are you willing to learn more about our carriers? If so, send for our new catalogue J. Gipe-Hazard Store Service Co., Limited, 113 Sumach St., Toronto.



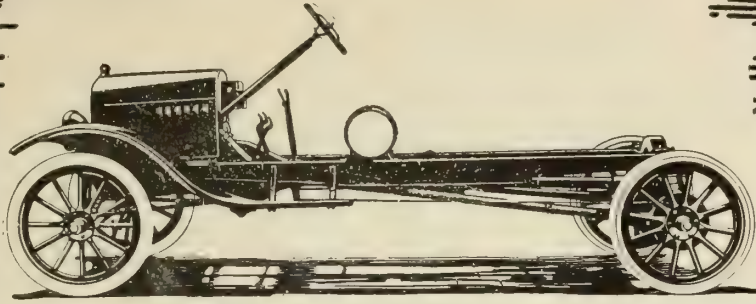
VOLPEEK
MENDS HOLES in
POTS & PANS

Get a Share of the Vol-Peek Demand
Vol-Peek is a splendid little specialty that enables every housewife to mend leaky pots, pans, etc., quickly and easily and without the aid of any tools. At a cost of about ½ cent a mend!

Show Vol-Peek on your sales counter. There's a good profit on every sale and Vol-Peek always satisfies. At your wholesaler or from us direct.

H. NAGLE & CO.
Box 2024 - - Montreal

fifteen cents



Runabout - \$ 660
 Touring - - 690
 Coupe - - 875
 Sedan - - 1075

F. O. B. Ford, Ont.

*All prices subject to
 war tax charges,
 except truck and
 chassis*

*All prices subject to
 change without
 notice*

More Satisfied Customers and Increased Profits

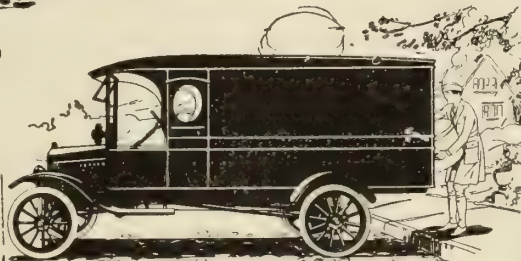
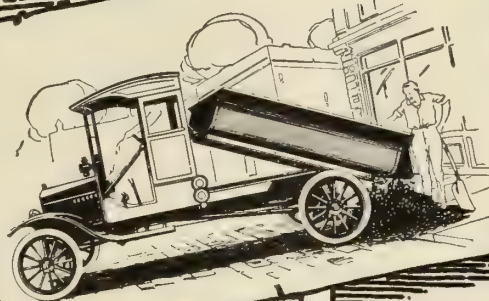
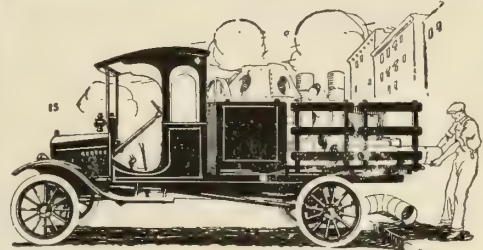
MANY storekeepers extend their business by taking advantage of the uses to which a motor truck can be put.

Those who use the horse and wagon for delivery are restricted to a limited area. But the merchant who owns a truck can cover many times the area possible by horse and wagon. He is able to increase his list of customers without interfering with the service he renders nearby customers. A rural delivery route can be added or lengthened. His loads can be increased. His service is improved while his costs are reduced.

The Ford One-Ton Truck Chassis fitted with a stake, express, or closed body will fill every requirement of the merchant. The Ford Truck is of service in all weathers.

Price (chassis only) \$750

F. O. B. Ford, Ontario



FORD MOTOR COMPANY OF CANADA, LIMITED

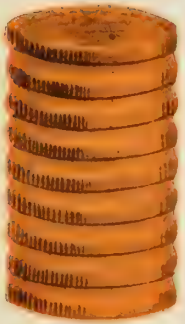
FORD - - - ONTARIO

It is easy to figure
out the profits on

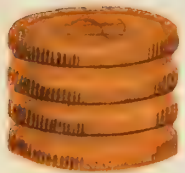
Coca-Cola

By way of illustration we direct your attention to the comparative sizes of Selling Price, Cost and Profit shown below—an example of one day's business in bottled Coca-Cola.

Don't you think such a line is worth connecting with?



SELLING
PRICE—



COST—



PROFIT—



Everybody knows Coca-Cola and everybody wants it because it is "the most refreshing drink in the world."

WILL YOU HAVE IT—WHEN THEY
CALL?

The Coca-Cola Company.

WINNIPEG

FEATURING FALL FISH SELLING

CANADIAN GROCER

Member of the Associated Business Papers --- Only Weekly Grocery Paper Published in Canada

THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXXII.

PUBLICATION OFFICE : TORONTO, OCTOBER 11, 1918

No. 41

A Food Not Exportable

OYSTERS are not a necessity; how often the consumer will purchase them depends entirely on the satisfaction experienced when eating them. This fact makes it essential that you handle the very best product obtainable.

You realize that good service under existing conditions is not easily maintained. The oyster industry this season will be subjected to the severest test in its history. We devote our entire time and attention to this one line and its requisites. In the past we have been able to supply oysters when anybody could, and in many instances when others could not. It is necessary that you line up with a source of supply that has a capable organization as regards this particular line.

Inventors have not yet developed a machine to open oysters. Every oyster is opened by hand, and it requires a great deal of practice to become expert in the opening of oysters. The U.S. military drafts have fallen heavily on this class of help, with the result that this labor is in a very arbitrary position.

There is only a nominal increase in price over the opening of last season, and if the labor situation does not become too serious, we hope there will be no further advances. It is purely a question of labor.

Many of the opening houses are not operating this season owing to scarcity of stock. We, however, are assured of sufficient supply to take care of our trade.

The U.S. authorities have thought well enough of the oyster as a food to issue a bulletin contending it to be a patriotic duty to eat oysters. A copy of this bulletin appears on the back cover of this issue.

CONNECTICUT OYSTER CO., LTD.

"Canada's Oyster House"

50 Jarvis Street

-

Toronto, Canada

NOTICE OF CANCELLATION OF O-CEDAR PROFIT DEALS

Owing to the continual increases in the cost of raw materials of all descriptions, including packing cases, and the general advance in freight rates and operating expenses, we feel sure that the trade will realize our position and the circumstances which have determined the cancellation on and after October 1st, 1918, of all profit deals on O-Cedar Products, namely, Nos. 51, 52, 54, 59, 61, 62, 63, 64, 65, 66, 67 and 68.

We are also cancelling Duster No. 11 and Duster Cloths No. 12 and 13, as the advancing cost of material and difficulty of delivery makes such action necessary.

If you purchase O-Cedar Products to the amount of \$27.00 (net) we will send you pre-paid our Counter Display Stand; if you purchase \$40.00 worth (net) we will send you our Electric Sign; if your purchase amounts to \$100.00 (net) you will receive one of our handsome Floor Display Stands. When placing an order with your jobber tell him to include whichever one of these display features your purchase will entitle you to. This offer is, of course, contingent upon our present supply, as further metal signs cannot be secured until after the war.

CHANNELL CHEMICAL CO., LIMITED
369 SORAUREN AVE., TORONTO

PEANUTS

Write for
BEST CHINESE SHELLLED
OF ALL GRADES

JAPANESE "CHERRY"
BRAND UNSHELLED

WALNUTS

BEANS

RICE

*DIRECT IMPORTERS
FROM
THE ORIENT*

FUJITA & CO., LTD.

VANCOUVER, B.C.

Head Office: KOBE, JAPAN.

Branches: NATE, YOKOHAMA, SEATTLE, TIENTSIN and TSINTOW

Borden's

Evaporated Milk

—St. Charles Brand

—Peerless Brand

—Jersey Brand

*Borden's*

Reindeer Brand Coffee

Reindeer Brand Cocoa

Reindeer Brand Milk

Malted Milk

Established reputation for purity and quality together with steady advertising keep Borden's moving rapidly from the Grocer's shelves

You can handle the Borden lines with perfect confidence knowing that every can in every case will sell and satisfy.

Borden's Milk Products

are the sort of stock it pays to handle—quality goods, everyone of them—the kind that will bring your particular customer back with smile of satisfaction and a profit-making repeat order.

Is your stock complete?

Borden Milk Company Limited

"LEADERS OF QUALITY"
MONTREAL

Branch Office: No. 2 Arcade Building, Vancouver, B.C.

License No. 14-213





MINCE MEAT MAKES MONEY

for the dealer who chooses Bowes' Mince Meat for his leading line. This product has a nation-wide reputation—a reputation built on its supreme goodness. Whether or not you do a big business in mince meat this year will be determined chiefly by the lines you stock.

Make Bowes' Mince Meat your leading line and your volume of sales will show a surprising increase.

ORDER FROM YOUR JOBBER
OR DIRECT.

FALL CAMPAIGN ON WITH SIMCOE BRAND BAKED BEANS

(WITH TOMATO SAUCE)

Ask Your Jobber for Full Particulars

Our
Trade-Mark
is--



"The Seal
of
Quality"

Where does she buy her fish?

Mrs. Consumer has been educated to know the value and economy of this splendid cheap food. She is now buying ninety per cent. more fish than formerly. Will you supply her or must she go to your competitor?

Open your eyes to this golden opportunity—and push fish sales. If you treat fish as a food, not junk, and display them tastily you can double your sales.

If you handle Beacon Brand Smoked Fish your stock will be right and your sales assured.

Get your name on our Mailing List. Our quotation bulletin has valuable and timely hints. It is yours for the asking.

The F. T. JAMES CO., Limited

FOOD CONTROL LICENSE No. 1-318

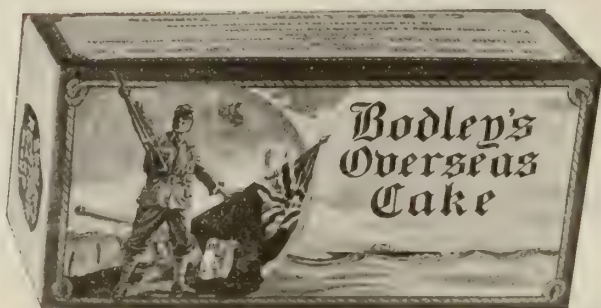
FISH FOOD SPECIALISTS

TORONTO

Fine for the Overseas Parcel

Feature the Bodley lines this year in your Trench Goods displays.

It would be hard to suggest a more acceptable enclosure than a box of BODLEY'S OVERSEAS CAKE or BODLEY'S PLUM PUDDING.



These lines are equally acceptable for home use. A Bodley display will always get you money-making sales and pleased customers.

Try one.

Wire at our expense for quotations immediately.

C. J. Bodley, Ltd.
TORONTO

Food Control License No. 5-309

BIG PROFITS ON DAVIS CIGARS

Retailer's profit on this order is \$11.24—equal to over 42.70%.

Messrs. S. Davis & Sons, Limited,
Box 630, Montreal.

Please send me, not later than by express prepaid, the assortment of 500 cigars, described below, value \$26.86.

Usual Selling Price	Quantity of Boxes	Brand	Price Per 1000	Wholesale Discount	Net
2 for 25c	2	50 NOBLEMEN	\$100.00	\$5.00	Less 10% \$4.50
10c	2	100 PERFECTION	72.00	7.20	" 6.48
3 for 25c	2	100 GRAND MASTER..	64.00	6.40	" 5.76
30c	20	100 MIDGETS (5 in a box)	48.00	4.80	" 4.32
5c	1	100 LORD TENNYSONS	41.00	4.10	Less 5% 3.90
5c	1	50 Cables	40.00	2.00	" 1.90
					\$26.86

Business nameAddress

Send by Express

*If you send cash with order, deduct 2% cash discount and remit \$26.32 only.

SEND IN YOUR ORDER PROMPTLY

Every Week with the E. B. EDDY COMPANY OF HULL CANADA

Story for Week Dated Oct. 11, 1918.

Being No. 3 in the Series

Over 350 Million Matches Made Every Week

Manufactured at the rate of 70,000,000 a day.
From \$6,000 to \$8,000 per day paid in
Excise Tax alone.

EVERY time you have to stick a stamp on a box of matches for a customer you are taking a little extra trouble which The E. B. Eddy Company is busy trying to save for you. Very soon every box of matches that leaves the Eddy Plant will bear the printed words, "Excise Tax Paid," and your invoice will satisfy Government requirements.

When the Excise Tax came into effect The Eddy Company were immediately faced with a necessary outlay of from \$6,000 to \$8,000 per day to clear their output for the retailer, and immediately machinery was installed to print the Government stamp on every box sent out, though for a time some match boxes had to have the adhesive stamps affixed, because the Eddy Company always keeps a large stock of matches on hand.

This is not the first time the Eddy Company have handled matches requiring an Excise Duty. As far back as in 1878-1880 the Eddy Company were making for export to a St. Louis firm, matches, on the boxes for which a stamp indicating payment of a U.S. Excise Tax of 1 cent per 100 or less had to be imprinted. So the new Canadian regulation did not find the E. B. Eddy Company inexperienced. "Ready," in fact, rhymes with Eddy as regards every new development of the trade.

Now a Government official has his office right in the match factory beside the desk of the superintendent. Not one match can leave the plant without his knowledge. To meet the needs of such rigid official supervision with an output of seventy million matches per day has meant triumphs of organization for the Eddy Company. But in the manufacture of matches the Eddy Company has many times triumphed and the progress of any of the famous Eddy products "From the Tree to the Trade" is a fascinating adventure in industrial processes as this series will from week to week bear record.

Some Selling Points About Eddy's "Silent 5" Matches



Eddy's Silent 5 Matches

They are made from selected wood, clear, straight-grained, which will not break off in striking. The wood is clean Canadian White Pine from the Eddy Company's own timber limits.

They are Sesqui tipped, non-poisonous, safe in manufacture and in use, fully conforming to every Government regulation.

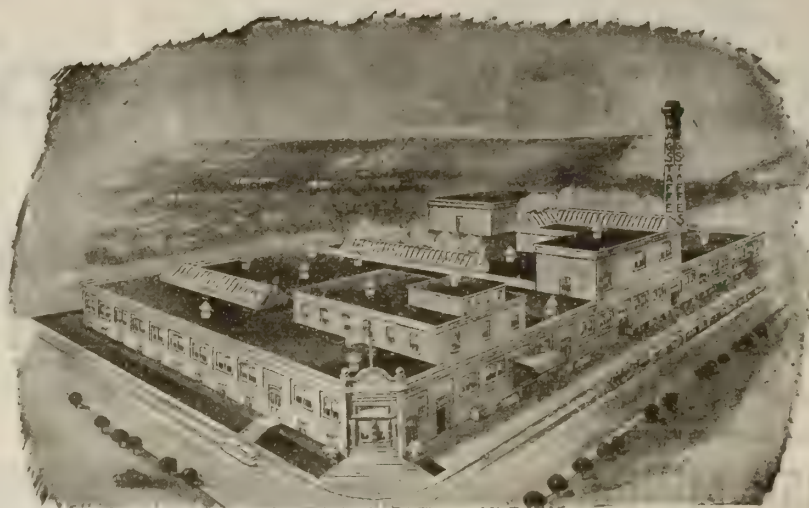
They strike silently, and the heads do not fly off dangerously.

They are dipped in a swiftly igniting wax which ensures a clear, strong flame which does not burn down too fast.

They are rendered chemically self-extinguishing by a special process which makes the stick char down to a fibre tough enough to hold the head strongly, even after the match is out, and yet which does not glow red so as to cause risk of fire if dropped on the ground or floor.

Methods of manufacture by which these Special and Successful Selling Points of Eddy Matches are produced will be described in forthcoming articles in this series.





THE MOST MODERN AND UP-TO-DATE FRUIT
PRESERVING FACTORY IN CANADA

WAGSTAFFE'S

Celebrated Seville Orange Marmalade

containing all the essential oils that
give such a piquant zest to a Real
Orange Marmalade.

*Order from your wholesale grocer
before the advance*

WAGSTAFFE, Limited

PURE FRUIT PRESERVERS

Hamilton - Canada

CANADA FOOD BOARD LICENSE No. 14-262

CLARK'S

You doubtless know Mr. Grocer, that "*Quality*" is the best *Reputation Builder*, and that the sale of quality goods is your best advertisement.



PORK AND BEANS



Clark's Pork and Beans have the quality that makes satisfied customers. The name that guarantees. The reputation which makes easy sales.

ARE SELLERS

W. CLARK, LIMITED, MONTREAL

Canada Food Board License No. 14-216

I Am Champion of the World



I am Segis Fayne Johanna,

The LIQUID VENEER Cow

valued at \$150,000. I want to send you my beautifully colored picture easel for you to display in your window, free. This will attract crowds and arouse great interest in Liquid Veneer and other articles that you sell.

Let me hear from you.

SEGIS FAYNE JOHANNA

C/o Buffalo Specialty Co.

BUFFALO, N.Y. BRIDGEBURG, ONT., CAN.

For the working men of your town

In fact for every man because practically every man needs a good roomy serviceable pair of working gloves.



TAPATCO

REGISTERED BRAND TRADE MARK

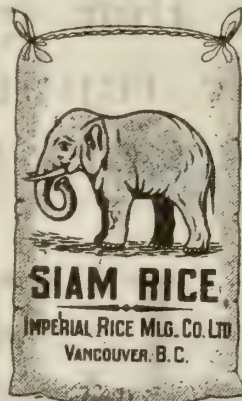


You can get this profitable extra trade by stocking the Tapatco lines—There's a style and a weight to suit every requirement. Your jobber can supply Tapatco Gloves.

The American Pad and Textile Company
Chatham, Ontario

Imperial Rice Milling Co., Ltd.

VANCOUVER, B.C.



We are offering the best value in Rice on the Canadian market to-day.

WAR CONDITIONS

necessitate the prohibition of export of all foodstuffs from the United Kingdom.

SPRATT'S

DOG CAKES

POULTRY FOODS, CANARY AND PARROT MIXTURES

pending the removal of the embargo, can be obtained from

SPRATT'S PATENT (America) LTD.
Newark, New Jersey.

London (Eng.), Spratt's Patent Limited
24-25 Fenchurch Street, E.C. 3.

Sales Organizer Open for Agencies

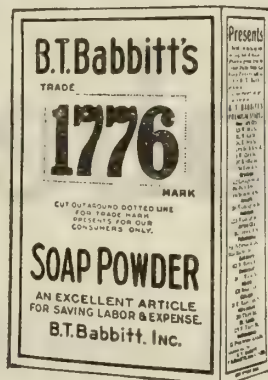
FOR years I have been successfully placing new lines on the market. Know Canada thoroughly from Manitoba to Halifax. Can handle a large or small force of salesmen and secure 100 per cent. efficiency. If you wish to introduce any grocers' specialty or package cereal line, grant me an interview.

Apply Box 600

Canadian Grocer

143-153 University Ave. TORONTO

When You Sell Your Customers **BABBITT'S** "1776" **SOAP POWDER**



you sell them satisfaction.

For Babbitt's "1776" Soap Powder is the best of soap put up in powdered form.

Continual consumer advertising keeps the dealer's stock of "1776" moving rapidly.

Canadian Selling Representatives:

WM. H. DUNN, LIMITED
MONTREAL

Ontario Agents:

DUNN-HORTOP, LIMITED
TORONTO

Why Cow Brand is better

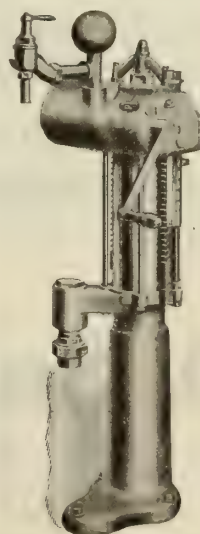
Cow Brand Baking Soda is made from raw materials that are absolutely pure. To their perfect combining, to the finest possible manufacturing machinery, to all the care and attention given every part of its manufacture is due the betterness of Cow Brand. It is always ahead of the bulk soda in selling value. Your jobber carries Cow Brand.



Church and Dwight
LIMITED
Manufacturers
MONTREAL

CONSERVATION

lies at the very base of the Government's war program. The Allies must have more oil. Production of oil is at its height. More oil for war purposes can be had only by rigid conservation.



For more than thirty years
BOWSER SYSTEMS

have been conserving the nation's oil and gasoline. They also conserve—

Time
Labor
Space

Bowser Systems are—
Leak-proof
Fire-proof
Loss-proof
Evaporation-proof
Deterioration-proof
Convenient
Rapid
Highly efficient

No problem too small, none too great.

Tell us your problem. We'll help you CONSERVE OIL. A System for every requirement.

S. F. BOWSER & CO., Inc.

TORONTO, CANADA

Sales Offices in all
Centers

Representatives
Everywhere

E. D. Smith's Raspberry Jam

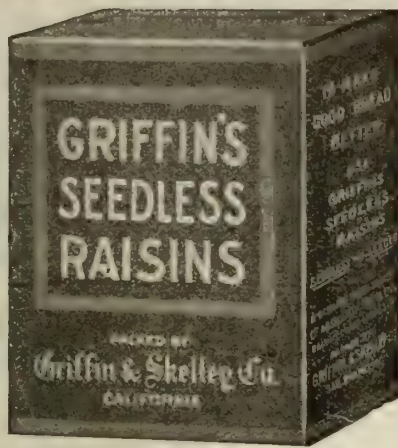
A product with a reputation strong enough to prompt people to buy it—backed by a quality that keeps it repeating day after day.

If you are now stocked we suggest a good window or counter display to start things going. If you need fresh supplies—1918 Pack—any of the undermentioned agents can fill your order.

Selling "E. D. S." Jams gives you increased prestige, increased profits and increased customer confidence.

E. D. Smith & Son
Limited
WINONA, ONT.

AGENTS: Newton A. Hill, Toronto; Eastern Representative: Wm. H. Dunn, Limited, Montreal; Alberta Representative: Donald H. Bain Co., Calgary, Alta., Edmonton, Alta.; Watson & Truesdale, Winnipeg; B.C. Merchandise Brokerage Co., Vancouver, B.C.



Griffin's Seedless Raisins

Make them a feature of your displays—they'll pay you well.

Wholesome, Nutritious and Clean—they satisfy everybody.

You can sell them by the dozen.

Products that sell:

MAPLE BUTTER
HONEY BUTTER

CHOCOLATE BUTTER
SWEET NUT BUTTER

Ask for **BAINES CONFECTIONS**

Manufactured by

Canada Maple Exchange Limited, Montreal

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

The service department of Canadian Grocer will gladly assist manufacturers at home and abroad in making arrangements with the firms in all parts of Canada whose announcements appear on this page.

WESTERN PROVINCES

MANITOBA
SASKATCHEWAN

Wholesale Grocery Commission
Brokers

ALBERTA
WESTERN ONTARIO

H. P. PENNOCK & CO., Ltd.

Head Office: WINNIPEG Manitoba

We solicit correspondence from large and progressive manufacturers wanting active and responsible representation west of the Great Lakes. An efficient selling organization, and an old-established connection with the trade, place us in a position to offer you unexcelled facilities for marketing your products. Write us now.

"Always On The Job"

The H. L. Perry Co., Ltd., 214-216 Princess St., Winnipeg

As your Selling Agents, we can make a big success of your Account.

STORAGE

DISTRIBUTING

FORWARDING

SIX HOUSES IN WESTERN CANADA

W. H. ESCOTT CO., LIMITED

Winnipeg, Man.

W. H. ESCOTT CO., LIMITED

Calgary, Alta.

W. H. ESCOTT CO., LIMITED

Saskatoon, Sask.

W. H. ESCOTT CO., LIMITED, Fort William, Ont.

W. H. ESCOTT CO., LIMITED

Regina, Sask.

W. H. ESCOTT CO., LIMITED, Edmonton, Alta.

WHOLESALE GROCERY BROKERS, MANUFACTURERS AGENTS, IMPORTERS

Consignments Solicited

HEAD OFFICE: 181-183 Bannatyne Ave. East, WINNIPEG

Write Us

There's Big Money in the Western Market

And you can secure your proper share by having your product represented by a firm of established reputation.

We've got a splendid selling organization and twelve of our men are continually calling on the wholesale and retail trade throughout the West. Nine of them are doing retail work.

If you're looking for good results, connect with us now.

Scott-Bathgate Co., Limited

Wholesale Grocery Brokers and Manufacturers' Agents
149 Notre Dame Ave. E., Winnipeg



MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

C. & J. JONES

WINNIPEG - VANCOUVER

Wholesale Commission Brokers

Agents for James Robertson & Sons, Paisley, Scotland, James and Marmalades, and introduced by us. We specialize in high class goods. Write us.

PUGSLEY, DINGMAN CO., LIMITED
JOHN TAYLOR & CO., LIMITED
ETC., ETC., ETC.

We represent some of the best manufacturers, of whom the above are examples. We will give your line the same attention.

F. D. COCKBURN CO.
WINNIPEG

A. M. Maclure & Co.

MALTESE CROSS BUILDING
WINNIPEG

IMPORTERS, BROKERS
MAN'F'S. AGENTS
GROCERY, DRUG AND
CONFECTIONERY
SPECIALTIES

C. H. GRANT CO.

Wholesale Commission Brokers and
Manufacturers' Agents

1206 McArthur Bldg., Winnipeg
We have the facilities for giving manu-
facturers first-class service.

Winnipeg Warehousing Co.

Winnipeg

Prompt and Efficient
SERVICE

Ship your consignments in our care. We have adequate trade facilities to handle any amount of business promptly. Goods distributed in Winnipeg or re-shipped to points west.

**WAREHOUSING
DISTRIBUTING
STORAGE**

WATSON & TRUESDALE

Wholesale Grocery Brokers and Manufacturers' Agents.

Have live men doing detail work throughout our territory. Manitoba Saskatchewan and Alberta. They get the business, and can get it for you. Write us, and we will explain our system.

156 LOMBARD STREET - - WINNIPEG, MANITOBA

Trackage
Storage
Distri-
bution

D. J. MacLeod & Co.

*Manufacturers' Agents
and Grocery Brokers*
EDMONTON, ALTA.

Open to negotiate for new lines in Alberta. Our staff calls on wholesale trade and does detail work.

Donald H. Bain Co.

Wholesale Grocery Commission Agents

A sales force of competent men.

Ample capital—and the reliability that goes with it.

A record of results—and the prestige that follows it.

An energetic, result-getting organization—with satisfied clients to prove it.

Are all at your disposal if WE represent you.

Every branch a business in itself, directed by capable, experienced managers.

All varieties of Food Products.

If you want results get in touch with us.

Head Office: WINNIPEG

Branches—REGINA, SASKATOON, EDMONTON, CALGARY, VANCOUVER

Canada Food Board License No. 6-450

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

The service department of The Canadian Grocer will gladly assist manufacturers at home and abroad in making arrangements with the firms in all parts of Canada whose announcements appear on this page.

BRITISH COLUMBIA

Squirrel Brand PEANUT BUTTER

C. T. NELSON GROCERY BROKER

105 Hibben Bone Bldg., Victoria, B.C.
In touch with all British Columbia wholesalers and jobbers, and can place your line to best advantage. Live men calling on retail trade.
Victoria Vancouver

The Robert Gillespie Co. *Importers and Exporters*

323 Homer St., Vancouver

Live Salesmen covering Alberta and B.C.

W. L. MACDONALD & CO.

*Manufacturers' Agents
and Importers*

736 Rogers Bldg. VANCOUVER, B.C.

LITTLE BROS. LTD., VANCOUVER, B.C.

Established 15 Years. Live Staff of Salesmen. First-Class Storage and Warehouse Facilities.

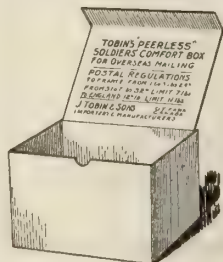
We can place one or two good specialty lines on the B.C. market. If you want live representation, write us to-day.

After the War—What?

The time to put on fire insurance is before the fire. The time to prepare for after-the-war-conditions is before peace comes.

Advertise now your facilities for making special machinery, fine tools, etc., in this section of CANADIAN MACHINERY.

EL ROI-TAN PERFECT CIGAR



"Peerless" Overseas Mailing Boxes

BULLETIN NO. 6

Our advice, we are pleased to note, has been well taken up by the grocers in general throughout the country. Consequently we have had our hands full handing out orders to our shippers, going to all parts of Canada—one order from DAWSON, ALASKA (wonder when it will reach there). Somebody thinking of their soldier boys even up there. We are thinking of how we are going to make stock go round. Oh, well, send in the orders! We will look after you. PRICES have advanced a trifle only; but—!!—NUF CED.

J. TOBIN & SONS (Sons on Active Service) OTTAWA, ONT.

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

The service department of Canadian Grocer will gladly assist manufacturers at home and abroad in making arrangements with the firms in all parts of Canada whose announcements appear on this page.

ONTARIO

W. G. PATRICK & CO. Limited

Manufacturers' Agents
and Importers

51-53 Wellington St., W. Toronto

Maclure & Langley, Limited

Manufacturers' Agents
Grocers, Confectioners
and Drug Specialists

12 FRONT STREET EAST TORONTO

W. F. ELLIOT

Importer & Manufacturers' Agent
(Cor. Leith and Hardisty Sts.)

FORT WILLIAM, ONT.

Established 1909.

W. G. A. LAMBE & CO.

TORONTO

Established 1885

SUGARS

FRUITS

LOGGIE, SONS & CO.

Merchandise Brokers and
Manufacturers' Agents

Grocery, Drug and Confectionery Specialties.

Foy Bldg., 32 Front Street W
TORONTO - - ONTARIO

Are You Interested?

CANADIAN GROCER reaches the retailer, the wholesaler, the manufacturer, the clerk and the traveller, just the men to whom you wish to sell or from whom you would buy.

RATES:

(payable in advance)

2c per word, first insertion.

1c per word, subsequent insertions.

5c extra per insertion when replies are to be addressed c/o Canadian Grocer.

No Other Paper Reaches
All These Men.

Is Selling a Business?

Is Buying a Business?

Is Engaging a Clerk?

Is Securing a Position?

Is Securing a Partner?

Is Disposing of Second-hand
Fixtures?

Then you should use.

Canadian Grocer's Classified Ad.
Columns.

It should find for you among the progressive Grocers of Canada at least one individual who is on the lookout for just such a proposition that you have to offer.

Canadian Grocer

143-153 University Ave., Toronto

Baker's Cocoa and Chocolate



REGISTERED
TRADE-MARK

MAKE AND
KEEP GOOD
CUSTOMERS

They are most reliable goods sold with a positive guarantee of purity and superiority; put up in conformity with the Pure Food laws; are readily sold, giving a quick turnover of stock.

MADE IN CANADA

WALTER BAKER & CO. Limited

Montreal, Can. Dorchester, Mass.

Established 1780

Canada Food Board License No. 11-690

SAY YOU SAW IT
IN CANADIAN GROCER
WHEN WRITING TO
ADVERTISERS

To Manufacturers' Agents

Manufacturers are always looking for aggressive brokers to represent them. Keep your name and territory covered to the front, thus impressing them with your aggressiveness. The Manufacturers' Agents' directory is the right place to have your card.

The rates are reasonable. For one inch each week for one year the cost is only \$1.25 per insertion. For quarter column for the same time the cost is \$2.80 an issue.

We shall be glad to furnish you with other rates upon application.

Canadian Grocer

143-153 University Ave.
TORONTO

KINDLY MENTION THIS PAPER
WHEN WRITING ADVERTISERS

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

The service department of Canadian Grocer will gladly assist manufacturers at home and abroad in making arrangements with the firms in all parts of Canada whose announcements appear on this page.

QUEBEC

ROSE & LAFLAMME
LIMITED
Commission Merchants
Grocers' Specialties
MONTREAL TORONTO
Canadian Food Control License Nos. 6-236/7-3

J. R. GENEST
CORN and CORN PRODUCTS—PEAS
Grain, Flour and Feed—Wholesale only
Grocers Specialties
BOARD OF TRADE BUILDING, MONTREAL

JOHN E. TURTON

Wholesale Grocery Broker

MONTREAL

FREEMAN and SHEELY

Wholesale Grocery Brokers

St. Nicholas Bld. - Montreal

H. D. MARSHALL

Wholesale Grocery Broker

OTTAWA MONTREAL HALIFAX

When answering
Advertisements please mention
Canadian Grocer

MARITIME PROVINCES

C. B. HART, Reg.
Montreal, P.Q.

Grocery and Chemical Brokers
Commission Agents

Schofield & Beer, St. John, N.B.

Commission Merchants

Agents for: Acadia Sugar Refining Co., Ltd., of Halifax, N.S.; W. C. MacDonald, Regd., Montreal, P.Q.; F. W. Berke & Co., London, Eng.; The T. Upton Co., Ltd., Hamilton, Ont.

GAETZ & CO.

MANUFACTURERS' AGENTS AND
GROCERY BROKERS

47-49 Upper Water St., Halifax, N.S.

Get stocked now with MacKay's Pearl Barley Flour

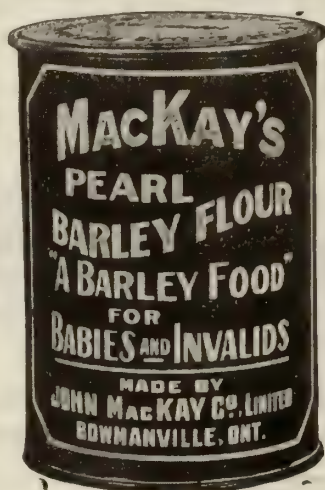
This is a delicious, nourishing BARLEY FOOD that's easy to sell and certain to satisfy.

For Infants, Invalids and Aged People it is particularly suitable. The nursing mother's best friend.

Very desirable in the kitchen for thickening soups and gravies. Gives them a delightful flavor.

It's the real
MacKay

If your wholesaler hasn't got MacKay's write to-day to

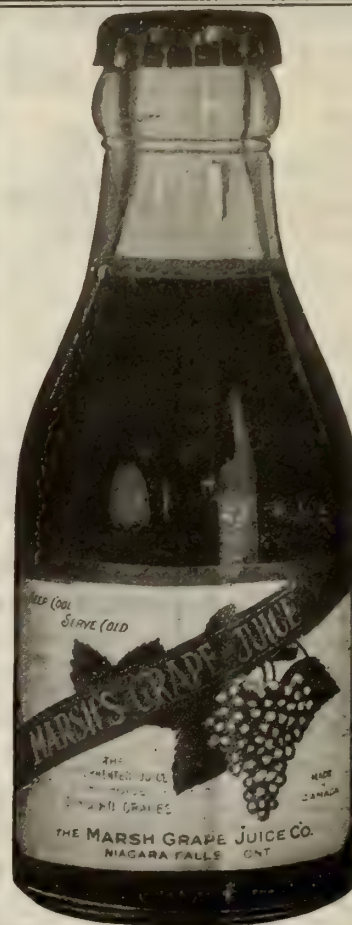


Recommended by Dr. McGill, the
Dominion Chief Analyst, Ottawa

John Mackay Co., Limited

BOWMANVILLE, ONT.

Only Exclusive Pot and Pearl Barley Mill in Canada



Tell your customers how good

**Marsh's
Grape Juice**

really is. It will bear out your best recommendation and always repeats.

The Marsh Grape Juice Company

Niagara Falls, Ontario

Agents:

MacLaren Imperial
Cheese Co., Ltd.,
Toronto, Ont.

Rose & Laflamme, Ltd.,
Montreal, Que.

We Can Supply You With

APPLES, IN BOXES OR BARRELS

ORANGES — LEMONS — CRANBERRIES

IN BARRELS OR CASES

SWEET POTATOES

BASKET FRUITS OF ALL KINDS

We know we can give you the sort of service you are looking for, and we therefore solicit your orders.

We are ready to buy or sell Potatoes or Apples in car lots.

Try our Commission Department. We will get you highest market prices and prompt returns. If you have Potatoes, Apples, Vegetables to sell, consign to us.

W. J. McCART & CO.

80 COLBORNE STREET

TORONTO, CANADA

She'll instantly approve of

OLIVE BUTTER



One taste of this extra delicious table delicacy and her "come back" orders are assured you.

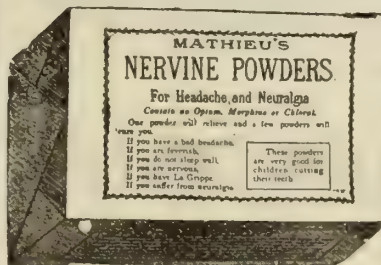
For Olive Butter is good. Only very highest grade ingredients are used in its manufacture — Selected Spices, Olives, Pimento and Malt Vinegar.

Be sure you have a stock of Olive Butter on hand and display it every day.

E. W. Jeffress, Limited
WALKERVILLE, ONT.

Sells these two

There is always a demand for them. And the margin of profit on each sale makes a little display always worth while.



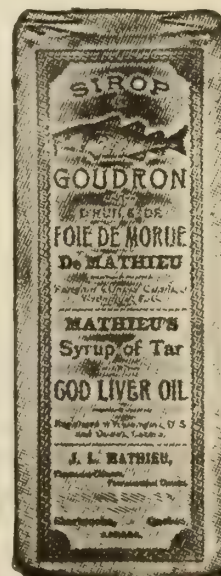
Mathieu's "Nervine Powders" and "Syrup of Tar"

can be safely recommended to every customer. They are dependable remedies and will give perfect satisfaction.

J. L. Mathieu Co.
Proprietors

Sherbrooke

Quebec



Win new customers
with this
quality sea food



INDIAN CHIEF BRAND CLAMS

have that degree of
super-excellence so
much approved by dis-
criminating people.

The rigid precautions
taken in the process of
packing and sealing
preclude the slightest
possibility of anything
but tip-top quality in
every can.

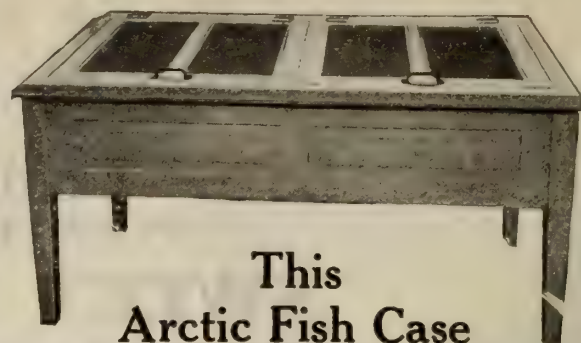
Indian Chief Brand
Clams are sealed with-
out solder or acid the
very day they are taken
from the beds.

At a time when fish
foods are becoming in-
creasingly popular, be-
cause of meat conser-
vation, every good gro-
cer should stock and
push the sales of Indian
Chief Brand Clams —
the line of profit and
customer satisfaction.

SHAW & ELLIS

POCOLOGAN, N.B.

License Nos. 1-718. 8-24395



This
Arctic Fish Case
will sell more fish for you

If you sell fish at all why not dis-
play your stock to the very best
advantage?

The Arctic Fish Case will show
your stock of fish the way it
should be shown—sweet, fresh
and tempting looking, and, more-
over, it guarantees against spoila-
tion.

Ask us to send full particulars
and prices of this money-maker.

JOHN HILLOCK & COMPANY,
Limited
TORONTO

CENTURY SALT

---a salt that's
easy to sell

—a salt that's purified and
refined to the very last de-
gree—a salt with the clean,
sparkling purity so much
desired by every good house-
wife—a salt that makes sat-
isfied cus-
tomers.

Be sure
your stock
is well dis-
played.

THE DOMINION SALT CO LIMITED
SARNIA. ONT.

Place a few cans of Chicken Haddies on your counter



and watch your Sales Increase

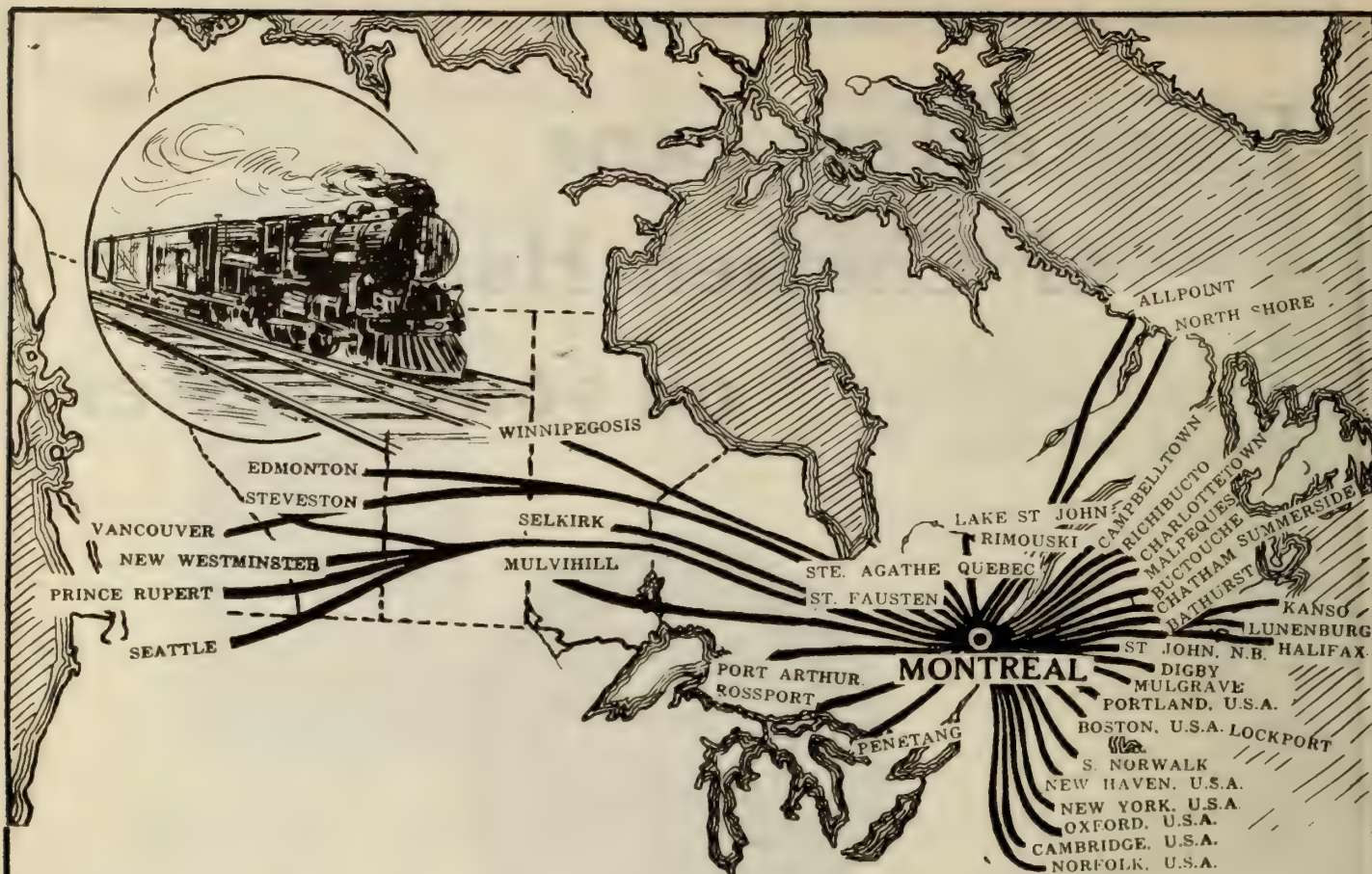
Sold by all wholesalers

Packed at Canso, Nova Scotia, by the

MARITIME FISH CORPORATION, LIMITED

Head Office and Sales Dept.
MONTREAL

Plants at Canso, N.S.
and Digby, N.S.



Across A Continent

From all the best fishing grounds in North America we gather our fish supplies

From the Atlantic, as well as from the Pacific, from the Arctic Regions to the Gulf of Mexico, we reach out for the very finest pick of the season's catches.

Hence the proud prestige our house enjoys among the trade. You can always count on the quality of our stocks and our supplies are always sufficient.

Let us fill your requirements for

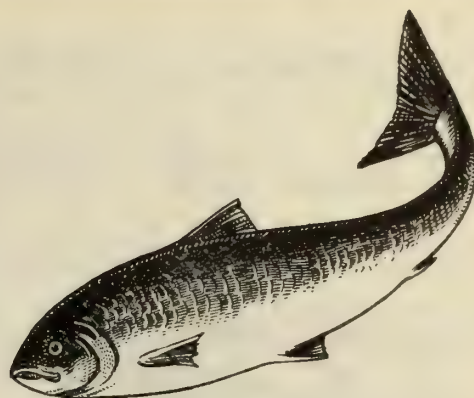
NATIONAL FISH DAY, OCTOBER 31ST.

D. HATTON COMPANY

MONTREAL

FISH!

We can supply you
with every variety



**FRESH
FROZEN
SMOKED
DRIED
SALTED
PICKLED**

THE efforts of The Canada Food Board to limit the use of Meats, in favor of the more general use of Fish, has had a marked effect in every community. For the keen, aggressive Retailer who couples his Fish Department with WHITE & CO.'S Service this means BUSINESS, PROFITS, DIVIDENDS.

ACT NOW.

To-day's action is to-morrow's profit. If you are not now handling Fish and Oysters, this is your opportunity. Fish can be handled much better from now on, as the cooler weather approaches.

Oysters

**LONG
ISLAND
NATIVES**

YOU need Oysters to do business, and they need to be RIGHT. Have you ever stopped to think how large a factor NORTHERN GROWN OYSTERS are to you if you use them EXCLUSIVELY, or would be, if you do not? They are of good flavor, firm meated, and they STAND UP. It will pay you to arrange your season's supply with us, and use our Quality Oysters. You will always receive NORTHERN GROWN OYSTERS and they will be from CERTIFIED GROUNDS. These oysters are always RIGHT. They will STAND UP if kept chilled, much longer than ordinary oysters. You can order them freely and with reasonable care, go through a season making BIG SALES and NO LOSSES.

May we have your oyster business?

WHITE & COMPANY, Limited

Corner Church and Front Streets

TORONTO, ONTARIO

Branch at Hamilton

Canada Food Board Licence No. 277.



Meet the growing demand for fish
with a good big stock of

BRUNSWICK BRAND SEA FOODS

From one end of Canada to the other the food value and economy of fish is being impressed upon the consumer, with the result that the demand for fish has grown and continues to grow—a fact that can be readily turned into sales by grocers selling Brunswick Brand, the Perfect Sea Foods.

Here are Sea Foods that can be strongly recommended. Only the choicest of freshly-caught fish goes into Brunswick Brand tins, and the processing and factory methods guarantee cleanliness and quality.

Show Brunswick Brand in your displays. It will pay you in profits and satisfied customers.



Connors Bros., Limited
BLACKS HARBOR, N.B.

Canada Food Board License No. 1-603

With help so scarce a grocer would hardly be able to carry on his business if it were not for the time and labor-saving package goods which form so large a part of the stock of the modern grocery store.



Think of the time and labor Red Rose Tea saves the overworked grocer.

Red Rose is already blended, weighed and packaged. And it is so well-known to the public that no time is wasted in talking it up to make a sale. It sells itself.

Besides being "good" tea, Red Rose is a "good" friend to the grocer these days when time means money to him.



This is one of the popular Malcolm Milk Products—the entirely All-Canadian line

Dealers who believe in the sound policy of selling first quality goods—the kind that repeat—will make no mistake in stocking up with this and the other two Malcolm Milk Products.

They can be safely recommended, because they are tip-top in purity, taste and flavor.

The other two Malcolm lines are Banner Brand Condensed Milk and St. George Brand Coffee.

5-case lots delivered to any point in Ontario, Quebec and Maritime Provinces. Freight paid up to 50c per 100 lbs.

The Malcolm Condensing Company, Limited

St. George, Ontario

"The Only All-Canadian Milk Company"



Two lines that will repay
a little selling effort—

ROBINSON'S
"PATENT" BARLEY

AND

ROBINSON'S
"PATENT" GROATS

The Robinson lines are widely
known and just as widely appre-
ciated by all lovers of superior
quality.

When you recommend "Patent"
Barley and "Patent" Groats your
recommendation is backed by an
unbroken record of customer-
satisfaction.

Let your customers know you
handle the Robinson products.

Magor, Son & Co., Limited

191 St. Paul Street W., Montreal
30 Church Street, Toronto

Superior Quality Products

BEAVER BRAND

Hams, Bacon and Lard

DEALERS IN CHEESE, BUTTER AND EGGS

Manufacturers of

Ingersoll Cream Cheese

INGERSOLL PACKING CO. LIMITED

INGERSOLL, ONT.

CANADIAN GROCER

Vol. XXXII.

TORONTO, OCTOBER 11, 1918

No. 41

Oysters May Be Higher Priced

Labor Shortage is Having a Serious Effect on the Oyster Industry and May Demand Increased Prices—Some Oyster-Opening Plants Running With Only a Fraction of Their Normal Staff—Winter Killing Has Had Serious Effect on Supply

Labor difficulties that are such a serious element in many industries have been an exceptionally serious element in the oyster business. It has in fact been next to impossible to get sufficient openers to bring the supply up to anywhere near the demand. While the oyster openers make good money, six and seven dollars a day, it is a seasonal occupation, and most of the negroes, who are largely used in this business, have found positions in the big munition plants, and are not willing to leave to take up a work that only lasts for part of the year. As a result oyster opening plants have found themselves at the opening of the season with practically no openers. One large plant has a staff of only eight openers where they normally work 120, and another has a staff of twenty in place of a normal eighty. This is probably the most serious factor facing the industry at the moment, and it is this reason that has prevented many merchants getting their requirements of oysters as early as they may have expected them.

A Month Behind in Shipments

One large plant expects to ship its first car about the end of this week just one month after the opening of the season, whereas in normal seasons the shipments would be moving heavily with the first day of the season.

Heavy Winter Killing a Serious Factor

Another factor that has had its effect, is the serious winter killing that has taken place in the oyster beds. This is a phenomenon that is little understood and there are a thousand and one reasons advanced for this condition. The one that seems to bear the greatest semblance of truth is that the increase of manufacturing plants along the waters that have been the great breeding ground for oysters has driven the oyster into deeper water. As the oyster will not let go the spawn until the temperature of the water is 65 degrees, and as the deeper water does not warm up so early in the season, the spawn is not fully enough matured when the severe weather starts to be able to withstand it, and as a result there has been a very serious loss in the new set. Whatever the cause this condition is one that is causing a great deal of uneasiness among the oystermen and there are many who fear that unless some immediate remedy is found for these conditions that within a very brief time the oyster will be a thing of the past as a commercial factor.

Transportation Complication

Still another item that has seriously complicated the situation in the early part of the season has been the matter of transportation. The early shipments

being light have had to be shipped by express, and they have suffered much from this necessity. It is not possible to maintain the same temperature in an express shipment that can be maintained in a straight car load, and there is moreover no surety that the oysters though they arrive at a proper temperature have travelled in that condition all the way. In shipping by freight, the cans are packed in ice on the floor of the car, and the temperature on arrival is the highest temperature that they have known during the journey. This method of shipment is a protection against heat in the early months, and against frost in the depth of winter. Delays does not matter so much when the shipment is made by freight, but as an actual matter of experience, the freight car has made a better run on the average than the express shipment, which on a number of occasions have been quite valueless on arrival. This is one of the serious factors that has to be met with early in the season, especially in a season like the present when stocks are too light to warrant freight shipments. Conditions in this regard are likely to improve with the advance of the season, as stocks begin to move more freely.

Increase of Wages Must Entail Higher Prices

In regard to the matter of labor, how-



ever, there is no immediate suggestion of improvement, and it is the vital factor, for upon it depends the actual production. Every effort has been made to interest workers, but without avail up to the present, and it may be necessary to increase wages still further. If this should become necessary the only thing to do would be to add the increase to the general charges, and advance the price to the retailer. The producers have absorbed as much of the advancing costs as it is possible for them to do, and any further advances must entail an increase in cost to the consumer. The opening price for the year is an advance already of 15 cents over the opening price of last year. Ranging from around \$3.10 to \$3.70 a gallon the latter price

for large oysters, for deliveries to the more central localities.

This cost practically demands a minimum selling price by the retailer of 60 cents a pint. To attempt to sell oysters at any lower figure than this is to sell them at a practical loss.

These goods are worth this figure, as a mere matter of comparison of their food value with other food products, and the wise merchant will get the price rather than defraud himself of a just and right product or adopt the very questionable practice that is unfortunately all too prevalent of diluting the liquor of the oyster. This may increase the volume, but it is absolute destruction to the quality and any such practice must inevitably react on the seller.

U.S. Firms Change Form of Containers

Need For Conserving Tin Brings About Change in Container Materials and Eliminates Some Sizes—Baking Powder, Cocoa and Shortening Manufacturers Co-operate in the Change

IN the United States the movement for curtailing the use of tin in the manufacture of many package goods is growing in momentum. At a series of conferences held recently in Washington at which there were represented the leading concerns in the chocolate, cocoa, baking powder, lard, and lard substitute industries, the problems incident to the revolutionary change in the type of containers was fully discussed, and on behalf of the trade at large those in attendance at the conference evidenced their willingness, not only to substitute other substances for tin wherever possible, but also to eliminate some of the sizes of tins at present in use.

Chocolate and cocoa manufacturers have signified their willingness to effect substantial savings in tin and steel by packing their products in containers made of other material, as set forth in resolutions adopted during the week by the Committee on Cocoa Bean Grinders and Consumers, in conference with the Food Administration.

Manufacturers will adopt new containers not made of tin or any other metal as soon as present stocks are used up, which must not exceed a period of five months at most, according to the resolutions. These containers will be square or oblong instead of round to save packing space.

It was further recommended that cocoa and chocolate, sweetened or unsweetened, in powdered form, shall be put up in packages not smaller than one half pound, or in packages of one, five, ten, twenty-five, fifty or one hundred pounds, and barrels and cases. This eliminates certain sizes and will effect a saving of labor and material.

Standard Sizes for Lard Tins

Large packers of lard and lard substitutes, who have always used large sup-

plies of tin, are also getting into line and demonstrating their willingness to co-operate with the government. At a conference, at which all the large packers were represented, the following resolution was passed:

"Resolved, That the gentlemen present being desirous of carrying out the wishes of the United States Food Administration, and imbued with the patriotic spirit of conserving the tinplate of the country for uses of the government in its efforts to win the war, although it involves to some extent changes of business methods, merchandising and distribution in South American and Central American countries, which have been in force for many years, have agreed and hereby pledge themselves to co-operate with the government and to recommend the adoption of the following sizes of tins for export shipment, viz., 1 pound net, 5 pounds net, 10 pounds net, 25 pounds net, 37 pounds net and 50 pounds net."

These are factors which the Canadian manufacturer would do well to ponder. The American manufacturer has come to a place where he has had to make very decided concessions to conserve tin urgently needed for other purposes. As far as Canada is concerned either the tin or the tinned plate comes from the United States, and the implication is fairly clear that if the American manufacturers are compelled by circumstances to change their mode of business they will not look with favor on a continuance of that mode of business in Canada.

Baking Powder Firms Also Co-operate

Baking powder manufacturers also conferred with the Food Administration recently, and the first step has been taken by the baking powder manufacturers to conserve tin and steel for war purposes. These manufacturers will substitute containers not of metal.

A committee was appointed by the baking powder men to meet in New York with manufacturers of non-metal containers, to discuss tests of new packages for their products with a view to ascertaining what is best adapted to its successful distribution.

FRANK STOCKDALE ADDRESSES BUSINESS MENS' INSTITUTE IN ST. JOHN, N. B.

Frank Stockdale, of Chicago, not only possesses a wide knowledge of business and merchandising but he has the power to impart his ideas in interesting form, and to make those ideas not only instructive, but inspiring. His visit to St. John this week swept along like a revival meeting, and before the series of lectures was ended, it was found necessary to engage a larger hall to accommodate the increasing number of merchants who wished to hear him.

Co-operation was the keynote of the series of addresses given by Mr. Stockdale at the Business Men's Institute arranged by the Retail Merchants' Association and the Rotary Club. He went into detail regarding methods of doing business, discussed retail problems in an intimate fashion, answered questions and volunteered information, but on every occasion he hammered away at the idea of co-operation. Unity of effort among the employees, between the employee and the employer, between the retailer and the wholesalers, among the different merchants and so on, right down the line. His addresses were valuable, not merely because of the practical ideas of business detail which he supplied, but also because of the new aspect in which he presented business problems and policies.

During his stay in St. John, Mr. Stockdale also addressed the Canadian Club and the Victory Loan canvassers, at luncheons held in his honor.

CALIFORNIA WALNUT CROP SHOWS INCREASE

An estimate of thirty-two million pounds of walnuts is the estimate for the 1918 crop. This is an increase of two million pounds over last year's crop. The sizes will average somewhat larger and will be more uniform apparently. The harvest will commence a little later than last year, but if labor is available, final shipments should be made as early. Shipments will be made in fifty per cent. burlap bags, at the same quality as used last season, and fifty per cent. in saxolin bags. The latter is made of strong paper, open-weave, and is claimed to be tougher than burlap, as well as more attractive.

LICENSE NUMBER SHOULD APPEAR

Advertisers are again reminded it is required by the Canada Food Board that they publish their license number in their advertisements. CANADIAN GROCER will be glad to give this matter attention on receipt of instructions from advertisers.

Delays in Securing Supplies of Fresh Fish a Serious Detriment to Business—Necessity
of Continual Supplies if Trade is to be Maintained—Aggressiveness
Needed to Make Fish Handling a Success

The price of bread has advanced another cent in St. John. Bakers are selling the pound and a half loaf of so-called fancy bread or two pound loaf of plain bread at twelve cents instead of eleven. The grocers have added the cent to their price as some of them have been selling on one cent and none on more than a two-cent margin. The bakers explain the increase by reference to the last increase in the price of flour and the steady increase in costs of shortening, malt, wheat substitutes, yeast sugar and coal.

The way Herry Gatehouse & Son features the Fish Department

CANADIAN GROCER

MEMBER OF THE ASSOCIATED BUSINESS PAPERS
ESTABLISHED 1886

The Only Weekly Grocer Paper Published in Canada

JOHN BAYNE MACLEAN - - - - President
H. T. HUNTER - - - - Vice-president
H. V. TYRRELL - - - - General Manager

THE MACLEAN PUBLISHING COMPANY, Limited

Publishers of Canadian Grocer, Hardware and Metal, The Financial Post, MacLean's Magazine, Farmers' Magazine, Dry Goods Review, Men's Wear Review, Printer and Publisher, Bookseller and Stationer, Canadian Machinery and Manufacturing News, The Power House, The Sanitary Engineer, Canadian Foundryman, Marine Engineering of Canada.

OFFICES

CANADA—Montreal, Southern Bldg., 128 Bleury Street; Telephone Main 1004. Toronto—143-153 University Ave.; Telephone Main 7324. Winnipeg—1207 Union Trust Bldg.; Telephone 3449.

UNITED STATES—New York—R. R. Huestis, Room 620, 111 Broadway, New York; Telephone 8971 Rector. Chicago—A. H. Byrne, Room 900, Lytton Bldg., 14 E. Jackson St., Telephone Harrison 1147. Boston—C. L. Morton, Room 733, Old South Bldg.; Telephone Main 1024.

GREAT BRITAIN—London—The MacLean Company of Great Britain, Limited, 88 Fleet Street, E.C. E. J. Dodd, Director, Telephone Central 12960. Cable Address, Atabek, London, England.

SUBSCRIPTION—Canada, \$3.00 a year; Great Britain, South Africa and West Indies, 12s. 6d. a year; United States, \$3.50 a year; other countries, \$4.00 a year. Single copies, 10c., invariably in advance.

PUBLISHED EVERY FRIDAY

Circulation of Canadian Grocer has been audited by the Audit Bureau of Circulations. Copy of report will be sent to anyone interested.

Vol. XXXII. TORONTO, OCTOBER 11, 1918 No. 41

THE END DRAWS NEAR

THIS week the Allied world was startled by the presentation of peace proposals by the Central Powers. Peace proposals have been frequent, but always to the present they have been couched in the phrases of a victor. This latest offer bears on its face the desperateness of the situation that gave it birth. The days of the Central Powers are numbered, but they are still days of struggle. To accept this offer would be to leave the task half done.

The danger is not in the fact that these terms might be accepted, but that the people as a whole should come to look upon the task as nearly done, and relax their effort. Any slowing down at this time would be disastrous. It is this that Germany has hoped for, to bring about divided councils; to lull our industries into inactivity by a false dream of peace. A slackening in our endeavours is a victory for Kaiserism, an increased activity and devotion is another nail in its coffin.

The Victory Loan is announced. Its success or failure will in a measure be taken as the measure of our war enthusiasm. A failure would be heartening news for Germany. A great success would mean a surer consciousness of defeat. Mr. Merchant, this is your opportunity to help. To help your country, and to help yourself. It is the time to do your utmost.

FOR THE DAYS TO COME

MANY a merchant is looking forward anxiously to the days to come. In the years past he has met many difficulties with some degrees of success. But there remains an uneasy feeling that the years that follow the great conflict, may be more stormy and uncertain than he has ever known. In-

vestments may fail and heavy stocks may be a danger. There is one investment, however, that is beyond question. It is an investment backed by a whole people of whom you are one.

Sir Thomas White has just announced the New Victory Loan. Every cent of this loan will be spent in Canada, and directly or indirectly, Mr. Merchant, will affect your business. It is the one investment in these days that is beyond criticism. There is absolutely no danger of failure. It is free from taxation, and it yields 5½ per cent. interest. That is the way Mr. Merchant to invest your surplus savings, it is an anchor to windward that will aid you to meet any difficulties that may arise in the coming days.

SOMETHING MUST BE DONE

MANUFACTURERS of tinned plate in the United States, to meet the war requirements of the government, have agreed to curtail the production of this essential product 30 per cent. Every tin can manufactured in Canada is made from American tinned plate. It is the only source of supply that we have. To Canada there is apportioned a certain proportion of the total production. With this production curtailed 30 per cent. Canada's supply of tin will be only 70 per cent. of what it was last year. This is a very serious matter indeed and one that must be faced promptly and effectively. During the past year the supplies of plate in Canada have not been sufficient to meet the demand. How can they possibly be sufficient when they are curtailed almost a third.

In the United States, representatives of some of the largest users of tin in a business way have agreed to meet the situation by very radical changes in the form of their containers. Some such action must be taken in Canada.

It remains a question as to whether this change will be toward the development of some kind of substitute container, with all the difficulties that would attend the development of a great industry on such short notice, or toward a limitation of the consumption of tin by a wiser use of stocks available.

The substitute container may or may not be satisfactory, the tin container is known to meet every requirement. Paint manufacturers have done their share by doing away with all but a few sizes. That is an effective way to save. There is no reason why the merchant should carry one line of goods in half a dozen different sizes when one or two sizes would meet the needs of the trade equally well. The curtailment in sizes would go a long way to meet the difficulty. The tin required to provide 12 oz. cans for a thousand pounds of material would be sufficient for 1238 pounds if packed in pounds cans, a clear saving of 23.8 per cent. The tin required to make 4,000 quarter pound tins would make 1,700 tins of the pound size a saving of 70 per cent. Is there any virtue in these variegated sizes that justifies the en-

Current Events in Photograph

RATIONS FOR THE AIR FLEET

The unhappiness of the German retreat is emphasized by this picture. Here is displayed one night's rations for the bombing squadron. All these bombs are for German camps, munition dumps, railway stations, in fact anywhere that they will aid in congesting matters for the retreating enemy and make his homeward path the harder.



ormous extra demand on tin, when tin is such a serious and vital factor.

It has come to a point where some action must be taken and taken quickly. It is either a matter of limiting sizes or of changing from tin to some other material. The one will meet the situation as far as saving tin as well as the other, but the substitute container has yet to justify itself, while the qualities of tin as a container are already well established.

What do you think, Mr. Merchant? Are you ready to help by curtailing your size list? It is a way that is in your power.

MUCH TO BE THANKFUL FOR

THANKSGIVING!

A year ago someone, bending under the strain of the times, asked, "What has Canada to be thankful for?" A year ago Canadian Grocer answered for the grocery trade—and it was not hard to find a very full answer.

Now, after twelve more tempestuous months, reasons for thankfulness will spring to the mouths of all.

We can give thanks for a bountiful harvest—poor in localities, alas—but bountiful beyond general hope, Canada as whole considered. We can give thanks that even where hope-bending failure has occurred there is, at the back of the farmer, three years of plenty.

We can give thanks for the favored position of

Canada, whereby she finds herself sending her excess goods abroad, and receiving on the returning ships a large part of what little old England and the Continent can export these troubled times. The position of Canada, in this regard, is one which all parts of the Empire do not enjoy, one for which we as a people may indeed give thanks.

We can give thanks at this season for the position at the front and for the spirit of the Allies which has carried on so gallantly until the end begins to appear—dimly, perhaps, yet perceptibly.

And we can give thanks for the spirit of the Canadian people. From here there have arisen no whimperings when things went wrong. Under the Prussian whip—so cruelly and foully applied—we, like the Belgians, the British and the French, stood up. Oh, at this season we can thank Almighty God we are not cursed with the bullying, cringing, snarling, whimpering, craven German spirit.

EDITORIAL BRIEFS

A GROUCH is the rust on life's machinery. Remember that good cheer is the oil that makes not only your own but the lives of others run smoothly.

* * *

THE economical man spends judiciously, buys wisely and wastes nothing. The industrious man works hard and saves hard; the miser hoards; but the man of thrift earns largely, spends wisely, plans carefully, manages economically and saves consistently.

Will Enforce Law Against Hawkers

Border Cities Retail Merchants' Association Plan to Prosecute Vendors Who Come Over From Detroit—Steps Being Taken to Establish Classes in Salesmanship in City School—How Long-standing Accounts Are Being Successfully Collected

Special Staff Correspondence

WINDSOR, Ont., Oct. 10.—The Border Cities Retail Merchants' Association at its regular meeting held in Windsor on Tuesday evening of this week appointed a committee to take up immediately with the council and with the police commissioners the proper enforcement of the law regarding hawkers. A report presented by A. J. Wilkinson, chairman of a special committee, which has been investigating this matter, showed that hawkers of all kinds have been doing a big trade in the Border Cities despite civic regulations which were framed with a view of protecting the home merchants and also the buying public. Because no one has taken the trouble to see that the by-laws are enforced they have become a dead letter, with the result that thousands of dollars worth of merchandise, much of it of an inferior quality, is being sold to citizens of the Border Cities. Many of the hawkers come across the river from Detroit and Mr. Wilkinson pointed out that much good Canadian money was being lost to the community and taken out of the country through these hawkers.

"These men are selling all sorts of things," he said. "Some of them have rugs, others have coupons for photographs, others sell grocery articles, others perfumes and toilet articles and some sell stoves. Their method of selling stoves is to sell from a catalogue. They show the prospective buyer a picture of a nice stove and then arrange for payment to be made in Detroit. Many of the lines of goods that these fellows are selling are of poor quality and the people have no protection. They are a source of annoyance to the public and a menace to the home retail trade. We have the necessary laws on the books to prosecute these men and it should be done."

The Foxy Hawkers

"Some of them are extremely foxy in their operations. Warned apparently by their experiences in other communities that they are likely to be apprehended and fined they take every precaution against being caught. Some hawkers will make only one call in a district and then will take a street car to the other side of the city and make another. The third call will be made at a point a mile or two away from where the first two were made. It is often extremely difficult to trace them, but if we work together we can put them out of business. I would suggest that every member of this association, as soon as he learns of the presence of one of these hawkers in the city, at once telephone

the secretary of the association. The secretary will notify the police and every effort will be made to have the vendor arrested. The association can then prosecute.

The report of Mr. Wilkinson was unanimously adopted and a committee will get busy at once.

Salesmanship Classes

The members of the association also named a committee to meet with a committee from the Board of Education with a view of arranging for special classes in salesmanship in the city schools. At the request of the Retail Merchants' Association, Principal Gavin of the High School was present and went into the question with them. He spoke strongly in favor of the establishment of such classes.

"Canada is somewhat of a laggard in this important work," he said. "In Boston classes in salesmanship have long been a regular feature of the curriculum and with most excellent results. Across the river in Detroit they have classes and in addition to what is taught in the schools many firms supplement the instruction with special classes dealing more particularly with the needs of their own business. Many of our Border city merchants tell me that they find that very few of the boys and girls coming from our schools can make out accounts. They are neither quick nor accurate at such work. The merchants

say that many of the pupils write badly and, of course, because they have had no training they know nothing about salesmanship.

"You may be interested in knowing what has been done in England recently. Owing to the unprecedented shortage of help caused by the war it was decided to allow boys and girls to leave school before the usual age and take positions in the stores and factories. It was soon apparent that the results would be disastrous for the trade of the future. The children were not trained, and what is more important, they were missing school training at a vital period in their lives. By the Fisher Act recently put into force in England, all children who were taken out of school to help in business must be returned, and in addition they must attend school until they are eighteen years old. The regulation about attending school does not necessarily mean that they have to go to day school. They can work in the day and attend night classes if it is desired. But the point is that they must have instruction.

"I have taken the local matter up with the Board of Education and can assure you of the fullest co-operation in your efforts to secure classes in salesmanship. We will arrange for any special classes you may decide on."

The question of collecting outstanding accounts and of eliminating credit has been receiving a great deal of attention from the Retail Merchants' Association. Some four months ago it was decided to place all collections in the hands of the secretary, T. C. Ray. The results have been more than satisfactory. In less than four months Mr. Ray has collected \$3,700. Many of these accounts were of so long standing that they were outlawed, and the merchants had given up all hope of ever getting the money. Mr. Ray is not busy. Some of the people paid up, others are paying so much a week or so much a month, and he is keeping right after them.

Get Their Cheques

The Border Cities Retail Merchants' Association has a unique way of making the payment of these collections to the members. Those who have money coming to them must attend the meetings in order to get it. The collections constitute a regular part of the business of the meeting, and when the order is reached for discussion on this matter the chairman calls upon Secretary Ray. At this week's meeting the secretary had a few remarks to make upon the work he has been doing. After he had finished

(Continued on page 42)

THE SUDDEN STROKE

High hearts and low fires are what we need this winter. There is every reason for both.

Victory is coming. It will be won by mobility. Success depends on speed, speed depends on transport, transport depends on coal and money. The Allies' ships are calling for coal. Every ton we save here means a ton more for them.

The concentration of strong forces for a sudden blow at some vital point in the enemy line is the essence of modern strategy. The war of movement has only just begun. It will carry us through to Victory — final and complete — if only we at home see that the armies and navies do not go short of either the coal or the money they need.

Save your coal. Save your money. So lend force to the sudden stroke—the stroke that will spell Victory.

CURRENT NEWS OF THE WEEK

Canadian Grocer Will Appreciate Items of News from Readers for This Page

Maritime

C. Moreland, Ottawa, has sold his assets.

Phinney & Dunlop, grocers, St. John, N. B., has suffered loss by fire.

Mrs. Hannah Ross, general store, Chatsworth, has been succeeded by F. T. Hill & Co.

Geo. Beatty, proprietor of the general store conducted under his name at Cedargrove is dead.

Quebec

Louis Beaudry, Montreal, has sold his stock.

L. J. Bonin, grocer, Montreal, has sold his stock.

M. J. Ahoup, grocer, Montreal, has suffered loss by fire.

Romauld Bain, grocer, of Montreal, has been registered.

J. R. Biron, general store, Notre Dame des Anges, is selling his assets.

A. Charlebois & Rosine, Limited, produce merchants, have sold their assets.

Mrs. Oscar Demers, grocer, La Prairie, has been registered under the firm name O. Demers & Co.

J. S. Myers of the Peerless Cereal Mills, Ltd., Woodstock, was a Montreal visitor.

Fred Parkinson of the Parkinson Cereal Co. of Thornbury, Ont., was in Montreal last week.

C. Ritz, Eastern Canada manager for Robin Hood Mills, has been confined to his house for several days through illness.

J. L. Freeman of Freeman and Sheely, Montreal, manufacturers' representatives, was in Toronto the latter part of this week.

J. S. Benoit, formerly located on Greene ave., Montreal, will, it is understood, open a grocery at 30 Larue avenue, Montreal.

The following firms have been registered in Montreal. Jos. Archambault, grocer and meats; A. Dion, meats, and H. Martel, grocer.

J. A. Hector Chevrier has purchased the retail grocery business of J. S. Benoit, 1379 Greene avenue. It will be conducted now as the Sherbrooke Grocery.

Thos. J. Lipton has opened an Eastern Canada office at 489 St. Paul St. West, Montreal. This will be in charge of G. B. MacCallum and Co. and it is the intention of this latter firm to discontinue selling the various other lines they have handled as manufacturers' agents. It is understood that the business for all Eastern Canada will eventually be handled from this office.

T. D. STARK TRANSFERRED TO VANCOUVER

After being manager for A. Macdonald and Co. at Nelson, B.C., for the past twelve years, Thomas D. Stark has been promoted to the managership of the Vancouver house, taking the place of the late Mr. Barclay, whose death was announced in these columns some weeks ago. David Kerr, Mr. Stark's assistant, is succeeding him as manager at Nelson.

T. D. Stark was born at Leith, near Edinburgh, Scotland, not many years ago, learning his trade there. He has been with the Macdonald interests, and for twelve years has been manager at Nelson. The esteem in which he was held in the latter city was shown on Sept. 27, when representative citizens met at the Board of Trade building to bid him Godspeed. Two addresses were



THOMAS D. STARK, who has been promoted to manager of A. Macdonald & Co., Vancouver. He was for 12 years manager at Nelson, B.C.

presented, one from the Board of Trade and citizens of Nelson, and the second from the directors of the Y.M.C.A. The chair was taken by J. R. Hunter, president both of the Board of Trade and the Y.M.C.A.

Part of the address from the citizens ran as follows: "Upon several occasions the citizens of Nelson have shown their confidence in you by placing you in public positions of importance. This confidence you have never belied. Your actions in public matters have served always to enhance the deep respect in which you are held. You are a citizen that Nelson regrets very much to lose." He was asked to accept a gold chain as a memento of the days spent in Nelson.

Quebec

E. L. Beaudoin, owner of the general store operated under that name at St. Yvon, died recently.

E. J. Quinn, grocer, of St. Catherine st. West, Montreal, is making extensive alterations and improvements in his store. In addition to securing more display space, new wall cases will be added and other improvements completed.

Ontario

B. C. Turville, St. Thomas, has sold to G. R. Stevenson.

Richard Matthews, Toronto, has sold to Hassan Bros.

Western

J. Easterbrook, butcher, Ponteix, has discontinued business.

R. Henderson, butcher, Admiral, Sask., has sold to G. A. Mattson.

G. H. Brown, general store, Oberon, Man., has sold to D. Black.

Sarah Freedman, groceries and meats, Winnipeg, has discontinued business.

G. Pearson, general store, Riverstone, has been succeeded by M. Saunderson.

McKibbin & McBride, general store, Chechill, Alta., has suffered loss by fire.

R. J. Stevens, general store, Moose Park, Man. has been succeeded by Mr. Scott.

The Canadian Feed Manufacturing Company, of Fort William, has been granted a charter.

Joseph Polsky, general store, Transcona, Man., has sold to Gorewich & Goodson.

The Nootka Packing Co., Nootka, B.C., have just completed the erection of a new warehouse at their cannery, and the addition of a new line of canning machinery.

Robert Forbes, of the Camrose Grocery Co., and Howard Rankin, manager of the Brandon Grocery Co., have returned from a three weeks' trip to the East, where they have been inspecting packs being put up under the No-Vary label.

S. P. Lloyd of No-Vary Products Co., Winnipeg, has returned from a two weeks trip through the Prairie Provinces in company with W. T. Carlisle, one of the No-Vary managers from the States. It was made to enable Mr. Carlisle to become familiar with conditions out here. Mr. Carlisle was here a year ago.

Mr. George Holden, well known in the brokerage business in Toronto and Winnipeg, has established a business in Vancouver, where he has offices in the Standard Bank Building. Two of his accounts are The Vantoria Canning Co., and The Liverpool Canning Co., both of Vancouver.

J. C. Macdonald's Condition

Friends of J. C. Macdonald, of Macdonald-Chapman, Ltd., Winnipeg, will be glad to learn that he is progressing favorably. Mr. Macdonald was stricken with pneumonia some weeks ago. It is probable that he will be able to leave his bed in a few days, but the doctors advise that he take a holiday to recuperate.



THE LATE ALEXANDER D. FRASER.

Head of the Fraser Viger Co., Montreal, the report of whose death after a brief illness appeared in last week's issue.

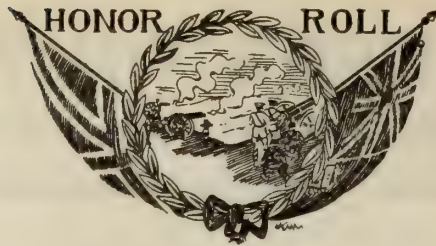
SAVING 40,000 TONS OF TIN IN U.S.

Manufacturers of syrup and molasses have promised to do everything in their power to assist in the conservation of tin. Their product, until the need for conservation passes, will be packed in only three standard sized cans, they promised at a conference Thursday with the United States Food Administration. All small and odd sizes will be discontinued, only 2½, 5 and 10 pound containers being used.

Packing in small cans calls for needless consumption of steel, tin plate, labor and transportation facilities. A 1-pound can, for instance, represents a saving in tin of about 20 per cent. over four 4-ounce cans. In addition, the expense of filling and handling the smaller container is practically equal to that of the larger one, requiring less shipping space for equal bulk of contents.

The manufacturers will, of course, be allowed to use containers now on hand before adopting the new blockade schedule.

Packing of spaghetti and macaroni in cans will be discontinued after October 15. This action, in the form of a unanimous resolution, was taken by a committee representing practically every large American canner of alimentary pastes, in conference with the United States Food Administration. The manufacturers declared that they were willing to take any measures that might be suggested by the Food Administration for the conservation of tin.



H. P. Poisson, who conducted a grocery, flour and feed business in North Cobalt, and who went overseas, has been reported killed in action.

Percy L. Wheaton, a clerk in H. Smith's retail grocery, west St. John, until he enlisted in 1915, is officially reported wounded in the hip.

John Edward Waters, who left the employ of T. Rankine & Sons, Ltd., St. John in the first days of the war to enlist in the navy, has been reported seriously wounded.

Wounds in the abdomen, thigh and arms have been received by Leonard G. Ingram, employed with the Atlantic Sugar Refinery, St. John, before he enlisted.

NO MIXED FLOUR TO BE MILLED

It is understood that movement on foot to have a mixed flour milled and in this way compel the user to use substitutes has been officially vetoed.

From all angles this move would have been impractical, and the fact that it has been voted out will meet with general approval.

The housewife would have been the greatest sufferer, as one time she might buy a rye mixture and the next probably forced to take a barley mixture. Trying to use these the same way would result in difficulties at once, as methods for one are not practicable with the other.

When it is figured, too, that the bulk of Manitoba wheat flour is milled in the Northwest and that these substitutes would have to be shipped West and East again, it does not look like a good milling proposition nor a means towards economy.

GRAPES HURT BY BIG RAIN

Sacramento, Cal. advices state that shipments of California table grapes to eastern markets will be reduced 50 per cent. as a result of the damage from the recent rain. Growers will lose millions of dollars it is stated. The table grape crop in California last year was valued at \$30,000,000. About 14,000 carloads were sent to eastern markets. So far this year only 3,000 carloads have been shipped.

U.S. PROHIBITS EXPORTS OF HONEY.

Recent Government order prohibits all further exports of honey. Government advices state that there have been heavy exports of honey to the United Kingdom the past six months.

N. B. POTATO GROWERS CONDEMN FOOD BOARD ACTION

Action Of Representative of Board In Offering Potatoes in Toronto At Low Price It is Claimed Discriminates against New Brunswick Grower And Will Discourage Production

At a meeting of potato growers and shippers of Carleton and Victoria counties, the chief potato counties of New Brunswick, which was held at Florenceville this week to consider matters of interest to those engaged in the potato business, a resolution was adopted as follows:

"Whereas, we understand the representative of the Canada Food Board in the city of Toronto has become active in the purchase and sale of Manitoba potatoes in competition with the growers and shippers of potatoes in this province and are offering potatoes at one dollar and sixty-five cents per bag of ninety pounds delivered in Toronto—a price which would allow or net the growers of potatoes in this province only two dollars per barrel; and

Whereas, the cost of growing and marketing potatoes this season will average at least three dollars per barrel of one hundred and sixty-five pounds f. o. b. cars at shipping points, this action of the Canada Food Board, if continued, will cause a serious loss to the potato growers of this province, and so discourage the farmers as to seriously reduce the production of this valuable article of food.

We feel that the action of your Toronto representative is not in accordance with the purposes for which your board was created, and consider it a discrimination against the potato growing provinces of Canada. We respectfully petition your board to cause the action of your Toronto representative to be discontinued.

A. A. MARGINSON,
President for N. B. Potato Growers' Association.

C. L. SMITH,
President for United Farmers of N. B.

H. H. HATFIELD,
For N. B. Potato Shippers' Association.

CATALOGUES and BOOKLETS

Volume I of "The Red Ball," published by the Atlantic Sugar Refineries, Ltd., has come to hand. This is an attractive little booklet giving some splendid information on sugar. Articles appear on "Why Sugar Should be Rationed," "Personal Economy and National Economy," "The Argument for Package Goods," "Speeding Your Turnover," etc., etc. There is one article on "Why You Should Sell More Brown Sugar." The front cover depicts a scene from the Niagara Peninsula, the fruit garden of the Dominion. The booklet is edited by Gerald F. Morrow of the Atlantic staff.

THE CLERKS' DEPARTMENT

What a Young Man Must Do to Become a Merchant

The Author Knows Whereof He Speaks, Being the Controlling Genius in an Enterprise Embracing 197 Retail Stores in the United States, Which Recently Wrote a Check to the Internal Revenue Department For \$874,821 For War Taxes

A MERCHANT is one who buys and sells for service and profit. He must buy his wares with judgment and dispose of them at a profit if he is to be successful. The commercial agencies, Dun and Bradstreet, state that 95 per cent. of all business men fail. On the face of it, this seems almost incredible, but we are not justified in disputing their figures. Evidently, there must be something radically wrong in the prevailing methods of business. These failures must be a result either of lack of knowledge of business or the result of insufficient capital with which to finance business.

Yet, in my opinion, there is another cause. Many merchants fail simply through lack of training.

In Great Britain and Scandinavia, young store men serve an apprenticeship just as they do in any other trade. We find them trained thoroughly even to the minutest detail. In the first place, they are taught obedience to discipline; no man can ever hope to become a merchant unless he can ultimately learn to discipline himself and those who work for him.

No Apprenticeship

In the United States, unfortunately, no apprenticeship system exists in business. The average young man is attracted to and free to accept that position which pays the largest salary. To secure such a position without training is decidedly not for his best interest. No greater misfortune could possibly be his. More young men have been ruined by drawing large salaries early in life than by any other one thing. The young man, generally speaking, feels that while he is young and before he settles down, he must see some of the "world," as he calls it. He makes money; he spends it. Instead of devoting his evenings to reading and study to improve his mind, he often spends them in idleness and dissipation. Ere long, not only has he acquired bad habits that will be hard to

break, but his health may have become impaired. It is absolutely impossible for a young man to spend his night in dissipation and be at his best the next day.

A Wrong View

I have often heard young men argue that if they put in their working time faithfully it is none of the employer's business what they do outside of business hours. Such argument is nonsense, and any man of experience will declare that it is not the work that kills men, but the temptations that assail them from 6 p.m. to midnight. In the city of New York where the temptation for a good time is perhaps greater than in any city in the country, I have often observed ambitious young men and women going to night school in order to acquire a better education. That kind of determination is not found in ordinary people; they are the extraordinary; they are the kind of people who are ready to open the door when Opportunity comes to knock.

They are the young men and women who are ambitious and bound to succeed.

Learning Homely Tasks

We have in our employ a number of young men who came to us upon their graduation from high school. These young men were placed in our store on a very nominal salary, in some cases a mere living. Our object in starting them on a low salary was to encourage in them the practice of economy. It has been our idea to help these young men build for the future. We have in each case insisted on a careful, thorough training. We invariably start young men at sweeping, opening boxes, washing windows, and doing stock work. These duties are humble but important ones. A store should be kept as clean and tidy as a proud housewife keeps her home. Customers do not like to trade at an untidy store.

Stock Keeping

To be a good stock keeper is one of the important attainments of a merchant. Not only does this apply to keeping stock clean, straight, and in order, but free from odds and ends. Take for instance, a dozen shirts: one must sell ten of them in order to pay the manufacturer. The two that are left represent the mer-

chant's profit, and he has made no money on the dozen shirts until he has sold these two. That is exactly the reason why our system will not permit of sales, cut and slash prices.

Therefore, one of the first principles for the young man to acquire in becoming a merchant is to know how to keep stock.

Grasping Principles

His advancement and his knowledge of the details of the business will depend largely on his application and ability to grasp fundamental principles. He is taught first the value of truthful statements; not to exaggerate; to make good every statement; to be courteous, pleasant in all his dealings; in short, the word Service, *real* Service, is the one thing we insist on him delivering. It is for this reason that we include Service as a part of a merchant's equipment as pointed out in the beginning.

Valuable Training

If a young man will submit himself to this regime in the same spirit that a man submits himself to college demands, the training that he will get in a J. C. Penney Company store will be worth thousands of dollars to him. No greater opportunity ever existed anywhere than in our organization. True, there may be just now a temporary slow down owing to the war, but the fact that this business has been developed in sixteen years from nothing to its present size is evidence the principles must be right.

What I want to impress on the mind of every young man is this: Do not think of the salary you are drawing, but fit yourself for the future. Let the foundation you are laying to-day be strong and solid, it will then be enduring. You may then build just as high as your ability and capacity will permit.

There is nothing mysterious about success. The trouble with the average individual is that he is not prepared when the opportunity comes. The thing to do is to "dig in," and to strike out with a determination to be something, to be somebody, and success will most certainly crown your efforts.

NEW REGULATIONS AS TO SHIPPING ICE-PACKED POULTRY

Ice-packed poultry may not be shipped by freight in the United States in less than carload lots for more than 100 miles, under a new Food Administration regulation which became effective Sept. 16. Exceptions are made to this rule only when mixed carloads for identical destination are made up of at least 15,000 pounds of two or more of the following commodities: Poultry, cheese, butter or eggs. At least 7,500 pounds of the total weight must be made up of ice-packed poultry.

NOTE.—This article is from "The Dynamo," the internal house organ of the J. C. Penney Co., and was written by Mr. Penney.

WEEKLY GROCERY MARKET REPORTS

Statements From Buying Centres

THE MARKETS AT A GLANCE

LATEST advices from the United States are to the effect that the Government there has commandeered the entire prune crop, sizes 40 to 90 inclusive. That leaves only the smallest and the largest for distribution to civilians, and the entire production of these sizes will not represent any appreciable tonnage. The outlook as far as Canada is concerned is that there will be no new crop prunes for this market.

One reliable broker stated that he didn't believe in all the orders he had booked there would be a total of one car of the sizes now left for civilian use, and it is further thought the domestic trade will be taken care of first. Present stocks of old crop prunes are considered pretty fair in Canada, so no immediate effects from this loss will be felt.

The sugar situation shows no improvement during the week. The entry of one refinery on the market is usually marked by the withdrawal of another. The result is there can be no accumulation of stocks and no opportunity much to say that the outlook is better.

Another few days and the coupon system of distribution will be in use. At the present time it looks as though there is an accumulation of these and if the dealers are able to secure sugar enough to use up the coupons, there will be little hardship felt.

MONTREAL—Of prime importance this week is an advance for molasses of ten cents per gallon. Even at this the demand is active, and sales are made promptly as the goods arrive. One jobber expects 2,000 puncheons to arrive in a few days.

Various packed fish goods are higher, as are also powdered bath brick, stove dressing and various adjustments by jobbers on tapioca and rice. In a general way the market on prunes is firm, while peaches and apricots are higher and figs are reported very scarce, and will probably advance. Shelled walnuts have attained higher levels.

Some items have declined, and canned tomatoes are easier. Refugee beans, too, are marked

down. Pearl tapioca and seed grade also have been readjusted in one quarter.

Honey is in big demand, and the market is firm. Cocoa is very active and teas are beginning to move.

TORONTO—Advances have been recorded in various items affecting the grocery trade during the week, and at least one important decline. Lobsters, peanut butter, maple butter and marmalade are lines registering an increase in price. Butter plates have also gone to higher levels, and another line of soaps is included in the list to follow the upward trend. A decline of 50c per 98-lb. bag of pot and pearl barley has occurred in some quarters.

The coffee market rules very firmly, and no indication of any easing away is noticeable. Supplies on hand are being absorbed quite rapidly under influence of a good demand and a gradual stiffening of prices is looked for.

Cocoa is also very strong. The output is restricted owing to regulations surrounding manufacturers and whereas no change, up or down, has marked the situation this week, higher levels would not come as any great surprise.

Brokers intimate that sales of raisins on the market have been exceptionally heavy. Growers have withdrawn all quotations, and last orders sent in are accepted only if able to supply the goods. Recent rains have invaded the raisin belt, but the extent of the damage is not yet known.

Prices on nuts show some slight variation from week to week, and the general tendency is towards higher levels. Orders are going forward freely, and indications are that sufficient supplies will be available to take care of the holiday trade.

All lines of spices rule with a firm undertone. A little weakness was apparent in peppers last week, but the reverse is true now, the market having gained decided strength in the past few days. Sales in all lines are good.

QUEBEC MARKETS

MONTREAL, Oct. 9.—Grocery markets have ruled quite steady this week, changes not being quite so numerous. There is a fairly good trade, but this was interfered with by the unseasonable and very wet weather.

Stove Dressing, Bath Bricks, Fish Up

Montreal.

VARIOUS LINES.—Stove polish of Nonsuch make has been advanced in one quarter 15c per doz. to \$1.40. This applies to the liquid line. Bath brick, in powdered form, is up 10c and sells at \$1.35 to \$1.40 per dozen. Various lines of package fish are up also. Lines made by the Halifax Fish Co. are selling as follows: Crates of 24 1-lb. boxes are advanced from \$5.15 to \$5.50; 12 3-lb. from \$8.25 to \$8.75. Acadia Fish Co.'s line of fish cake is priced at \$5.40 for 12 2-lb. size and at \$4.10 for 20 1-lb. This is an advance respectively of 25c and 20c per case. Shredded codfish in boxes of 2 doz. is up from \$2.40 to \$2.50.

Sugars Steady; Supply Short

Montreal.

SUGAR.—A steady price basis is maintained here and there is little new to note. One refiner reported a better condition as regards supplies of raw sugar, but there is not a great deal of change generally in this respect. Beet sugar refiners expect to be operating on their supplies toward the close of the month. Demand from the consumer is insistent and the sales by retail grocers are therefore more frequent than ever, but in very limited lots. In a general sense, the refiners expect a steady market condition to prevail.

	100 lbs.
Atlantic Sugar Company, extra granulated sugars, 100 lbs.	9 50
Acadia Sugar Refinery, extra granulated	9 50
St. Lawrence Sugar Refinery	9 50
Canada Sugar Refinery	8 75
D-minion Sugar Co., Ltd., crystal granulated	9 50
Special icing, barrels	9 30-9 40
Icing (25-lb. boxes)	9 60-9 80
Icing (50-lb. boxes)	9 50-9 60
Diamond icing	9 10
Yellow, No. 1	8 90-9 20
Yellow, No. 2 (Golden)	8 70-9 00
Yellow, No. 3	8 60-8 90
Powdered, barrels	9 20-9 30
Paris lumps, barrels	9 85-10 20
Paris lumps (50-lb. boxes)	9 65
Paris lumps (25-lb. boxes)	9 85
Crystal diamonds, barrels	10 25
Crystal diamonds (boxes 100 lbs.)	10 50
Cut loaf (50-lb. boxes)	10 50-10 60
Cut loaf (25-lb. boxes)	10 70-10 80

NOTE.—Some are not refining icing or powdered sugars in view of Food Controller's wishes.

Tomatoes \$2.20; Packs Uncertain

Montreal.

CANNED GOODS.—New prices are quoted in one quarter on canned tomatoes. For 3-lb. cans \$2.20 is named; 2½ lbs. \$2.10; 2 lb., \$1.75; and 1 lb., \$1.25. It is anticipated that prices will

be lower on this line than they were expected to be earlier in the season and the outlook, while still uncertain, indicates that there will be from 75 per cent. to 85 per cent. of the expected yield. Deliveries are already being made.

Corn, as heretofore intimated in CANADIAN GROCER, will be scarce and high in price. There is little, if any, to hand as yet, but some shipments will be made soon.

There is quite a considerable amount of various canned fruits still on spot and prices on these are ruling steady without change.

Salmon Sockeye—	
"Clover Leaf," ½-lb. flats.....	2 45
Sovereign, 1-lb. flats.....	4 50
Do., ½-lb. flats.....	2 30
1 lb. flats.....	4 62½
1 lb. talls, cases 4 doz., per doz.....	4 50
½ flats, cases 8 doz., per doz.....	1 50
Chums, 1-lb. talls.....	2 25
Do., ½s, flat.....	1 20
Pinks, 1-lb. talls.....	2 60
Cohoos, 1-lb. talls.....	3 40
Red Springs, 1-lb. talls.....	2 70
Red Springs, ½ lb.....	2 10
Salmon, Gaspe, Niobe Brand (case of 4 doz.), per doz.....	2 25
Canadian sardines (case).....	6 75
Norwegian sardines, per case of 100 "¼s".....	20 00
Lobsters, ½-lb. tins, doz.....	3 60
Canned Vegetables and Fruits—	
Asparagus (Amer.) mammoth green, doz.....	4 00
Tomatoes, 1s.....	1 25
Tomatoes, 3s.....	2 20
Tomatoes, U.S. pack, 2s.....	1 75
Tomatoes, Canadian pack, 2 lb.....	2 10
Tomatoes, 2½s.....	2 10
Peas, standards.....	1 45
Peas, early June.....	1 57½
Peas, extra fine, 2s.....	2 35
Do., fancy, 20 oz.....	1 57½
Peas, Morens Ex fine.....	2 25
Beans, golden wax.....	1 95
Beans, Refugee.....	1 95
Do., old pack.....	1 80
Do., new pack.....	2 00
Corn 2s, doz.....	2 35
Spinach (U.S.), 3s.....	3 00
Do., (U.S.), gallons.....	10 00
Corn (on cob, gal. cans), doz.....	8 50
Red raspberries, 2s.....	4 00
Simcoes.....	2 75
Red cherries, 2s.....	2 60
Strawberries, 2s.....	3 00
Strawberries, 1918 pack (2s).....	4 00
Rhubarb, 2½s.....	2 00
Blueberries, 2s, doz.....	1 85
Blueberries, gallons.....	7 00
Pumpkins, 2½s.....	1 60
Pumpkins, 3s.....	1 75
Pumpkins (gallon), doz.....	6 00
Potatoes, Can. Sweet, 2½-lb. tins.....	2 10
Potatoes, Cal. Sweet, 2-lb. tins.....	2 75
Carrots, sliced, 2s.....	1 45
Apples (gallons).....	5 00
Peaches, 2s (heavy syrup).....	2 40
Pears, 3s (heavy syrup).....	2 45
Pineapples, 1½s.....	2 25
Pineapples, 2s.....	3 10
Pineapples (grated), 2s.....	2 90
Greengage plums (light syrup).....	1 90
Lombard plums (heavy syrup), 2s.....	1 70

Molasses Advances

10c; Big Demand

Montreal.

MOLASSES, SYRUPS.—A full advance of ten cents is made in the price of molasses. This makes a new high record and is in definite accord with the tendencies of the markets as definitely pointed out in CANADIAN GROCER in recent weeks. There has been an improvement in delivery and one large jobber expects 2,000 puncheons to arrive

very soon. The demand is such as to quickly absorb all stocks so that little is held on spot.

Syrups are active. Cane syrup makers are oversold in some cases and the market is firm but unchanged. Corn syrups are steady and the sales reported are heavy. While the market for corn has declined of late, corn syrup manufacturers state that they have had to pay full prices for supplies and for the immediate present they expect prices to be maintained.

Corn Syrup—

Barrels, about 700 lbs.....	0 07½
Half bbls.....	0 07½
Kegs.....	0 07¾
2-lb. tins, 2 doz. in case, case.....	4 80
5-lb. tins, 1 doz. in case, case.....	5 40
10-lb. tins, ½ doz. in case, case.....	5 10
20-lb. tins, ¼ doz. in case, case.....	5 05
2-gal. 25-lb. pails, each.....	2 25
3-gal. 38½-lb. pails, each.....	3 40
5-gal. 65-lb. pails, each.....	5 50

White Corn Syrup—

2-lb. tins, 2 doz. in case, case.....	5 30
5-lb. tins, 1 doz. in case, case.....	5 90
10-lb. tins, ½ doz. in case, case.....	5 60
20-lb. tins, ¼ doz. in case, case.....	5 55

Cane Syrup (Crystal) Diamond—

2-lb. tins, 2 doz. in case, per case.....	7 00
Barrels, per 100 lbs.....	9 75
Half barrels, per 100 lbs.....	10 00

Prices for

Barbadoes Molasses—	Island of Montreal
Puncheons.....	1 13
Barreles.....	1 16
Half barrels.....	1 18

For outside territories prices range about 3c lower.

Carload lots of 20 puncheons or its equivalent in barrel or half barrels to one buyer, may be sold at "open prices." No discounts will be given.

Rice Prices Hold; Demand Good

Montreal.

RICE.—There is a firm position on this commodity and yet importers feel that the market ought to hold well on very much the same basis as is prevailing to-day. There is plenty on spot here but the sale of rice has been generally better and quite heavy with some jobbers of late. It is understood that a great deal of rice is wanted by the United States Government and that this may be a factor in affecting the civilian requirements later. With good transport facilities on the Pacific it is expected that there will be enough supply here to take care of the trade. The markets are steady.

Rice, fancy, per 100 lbs.....	9 75	10 25
Ice Drips—Japan.....		11 25
Carolina.....	12 50	15 00
"Texas".....		9 50
Siam, No. 2.....	9 50	9 75
Siam (fancy).....	10 25	11 00
Rangoon "B".....	9 25	9 50
Rangoon CC.....	9 10	9 50
Mandarin.....		10 00
Special pickling.....		9 50
Tapioca, per lb. (seed).....	0 14½	0 16
Tapioca (Pearl).....	0 15	0 16

Shelled Walnuts 85c-95c Markets Are Active

Montreal.

NUTS.—Shelled walnuts have been advancing rapidly and prices are quoted now around 85 to 95c per pound. The available supplies are not large and jobbers have been buying quite freely in anticipation of their future needs. A generally firm market obtains here

with firming tendencies as supplies become shorter. Brokers have had a big business for many weeks past.

Almonds (Tara), per lb.	0 27	0 30
Almonds (shelled)	0 55	
Almonds (Jordan)	0 70	
Almonds, Valencia, shelled	0 48	0 55
Almonds, soft shelled Tarragonas	0 22½	0 23½
Brazil nuts (new)	0 20	0 25
Brazil nuts (med.)	0 16	0 17
Filberts (Sicily), per lb.	0 20	0 24
Brazilian in bags	0 20	0 26
Filberts, Barcelona	0 19	0 21
Hickory nuts (large and small), lb.	0 10	0 15
Peanuts (roasted)—		
Bon Tons	0 25	0 25
Jumbo	0 25	0 26
Fancys, per lb.	0 24	0 25
Extras, per lb.	0 19	0 20
Shelled, No. 1 Spanish	0 18½	0 19
Shelled, No. 1 Virginia	0 19½	0 20½
Do., No. 2	0 14	0 14
Peanuts (salted)—		
Fancy wholes, per lb.	0 40	
Fancy splits, per lb.	0 35	
Salted Spanish, per lb.	0 25	0 27
Pecans (new Jumbo), per lb.	0 28	0 32
Pecans, large, No. 2, polished	0 28	
Pecans, New Orleans, No. 2	0 21	0 24
Pecans "paper shell," extra large		
Jumbo	0 60	
Walnuts (Grenoble)	0 20	0 29
Walnuts (new Naples)	0 16	0 18
Walnuts (shelled)	0 85	0 95
Walnuts (Spanish)	0 30	0 33

Note—Jobbers sometimes make an added charge to above prices for broken lots.

Apricots, Peaches Firmer; Prunes

Montreal.

DRIED FRUITS.—Dried peaches and apricots are firmer and these are being quoted from one to three cents per pound over previous quotations of a week ago by some jobbers. The position is firm and high prices are likely to prevail, with supplies in sight none too plentiful.

It is stated that raisins carried over from last year are in fairly good supply and that orders can be readily filled. The position is different when it comes to figs, these being hard to get with embargoes against their import from Portugal. In mats, they are especially scarce.

Apricots —		
Choice	0 26	0 27
Slabs	0 24	
Fancy	0 30	
Apples (evaporated)	0 18	0 20
Peaches (fancy)	0 21	0 23
Faced	0 19	0 19
Choice	0 18½	0 21
Extra choice	0 19½	0 21
12 oz., per pkge.	0 16	
Pears	0 18½	0 18½
Drained Peels (old) —		
Lemon	0 46	
Lemon	0 40	
Orange	0 41	
Drained Peels (new) —		
Lemon	0 40	0 41
Orange	0 42	0 43
Citron	0 47	0 48
Raisins —		
Malaga, table box of 22 lbs., 3-crown cluster, \$3.25-\$4.00; 4-crown cluster, \$5.00; 5-crown cluster, \$6.00.		
Muscatels, loose, 2-crown	0 10½	0 11½
Muscatels, loose, 3-crown, lb.	0 12½	0 12½
Muscatels, 4-crown, lb.	0 13	
Cal. Seedless, 15 oz.	0 15½	0 16
Cal. seedless, loose	0 14½	0 16
Fancy seeded, 16 oz. pkgs.	0 14	
Choice seeded, 16 oz. pkgs.	0 13	
Valencias, selected	0 11½	0 11½
Valencias, 4-crown layers	0 11½	
Currants, old	0 24	0 29
Cartons	0 32	
80 lb. Ainslia	0 28	
12 oz.	0 26	
Do., new	0 32	
Dates, Excelsior, per case	6 84	7 02
Do., Dromedary	7 92	
Packages only	0 19	0 20
Figs (new), 100 to case	11 00	
Figs (layer), 10-lb. boxes	1 90	2 75
Figs, Spanish (mats)	0 12	0 12

Figs, Portuguese (mats)	0 13	
Figs, Fancy Cal. White (Choice) —		
Pkgs. 16 oz. (10 pkgs.)	1 75	
Pkgs. 10 oz. 12 pkgs.)	1 45	
Pkgs. 8 oz. (20 pkgs.)	2 00	2 60
Pkgs. 6 oz. (50 pkgs.)	3 60	4 75
Pkgs. 4 oz. (70 pkgs.)	3 70	5 00
Prunes —		
California, 40-50s	0 19	
50-lb. boxes, 80-90s	0 14½	
90-100s	0 13	
20-30s	0 25	
30-40s	0 20	
25-lb. cases, 50-60s	0 18	
60-70s	0 17	
70-80s	0 15	0 16
80-90s	0 14	0 15
90-100s	0 13	0 13½
Oregon, 30-40s	0 15½	
40-50s	0 15½	
50-60s	0 12½	

Beans to Be Moderate; Damaged

Montreal.

BEANS.—The trade expects that beans will be plentiful this year and that prices will consequently be moderate as compared with those of a year ago. The Quebec growers have had a good reason, speaking of those who were able to harvest their crop before the excessively wet weather came, and with a large percentage saved, this part of Canada will be fairly well fixed in the matter of supplies. Japanese beans will also be forthcoming, it is expected, in good quantity.

Beans —		
Canadian, hand-picked, bush	8 00	8 10
Ontario, new crop, 3 to 4 lbs.	8 00	9 00
British Columbia	9 00	
Brown Beans	7 50	7 50
Canadian, 4-5 lb. pickers	7 75	8 00
Japanese	8 00	8 40
Yellow Eyes	8 00	8 50
Rangoon beans, per bushel	7 00	7 50
Lima, per lb.	0 19	0 20
Kidney beans	8 00	8 50
Peas, white soup, per bushel	4 25	4 50
Peas, split, new crop, bag 98 lbs.	9 50	10 50
Barley (pot), per bag 98 lbs.	6 50	6 50
Barley, pearl, per bag 98 lbs.	7 50	8 25

Tea Enquires Continue; Sales Good

Montreal.

TEAS.—Markets rule with a firm undertone and while there are no quotable changes, there is no desire to sell at lower figures. Japans and Javas are moving very well and enquiries are beginning to come in from Western Canada. A gradual improvement is expected to manifest itself in the matter of sales as retailers liquidate their stocks bought months ago.

Ceylon and Indias—

Pekoe, Souchongs, per lb.	0 47	0 49
Pekoes, per lb.	0 51	0 54
Orange Pekoes	0 55	0 57
Japan Teas —		
Choice	0 65	0 70
Early Picking	0 58	0 58
Javas —		
Pekoes	0 41	0 43
Broken Orange Pekoes	0 43	0 45
Orange Pekoes	0 46	0 49

Inferior grades of broken teas may be had from jobbers on request at favorable prices.

Much Honey Purchased; Prices Firm

Montreal.

HONEY, MAPLE PRODUCTS.—Honey is high in price. This will continue, it is expected, for the buying has been active and well maintained. Sup-

plies have been very good thus far and while there is no actual change for the week, it is not unlikely that prices will be revised upward.

Maple sugar and syrup are very firm and the price high. Quotations are withdrawn for the week and while the quantities available are small, it is expected that some limited lots may be obtained.

Maple Product—

Syrup, 13 lbs. Imp. meas., gal.	0 28	
Syrup, 5-gal. tins, per gal.	0 26	
8½-lb. tins	0 15½	
Sugar, in blocks, per lb.	0 28	
Honey, Clover—		
Comb (fancy)	0 30	
Comb (No. 1)	0 28	
In tins, 60 lbs.	0 26	
30-lb. pails	0 27	
10-lb. pails	0 28	
5-lb. pails	0 28	
Honey—Buckwheat, tins or bb's.	0 23	

Cocoa Sales Better; Coffee Is Firm

Montreal.

COFFEE, COCOA.—Sales of cocoa are maintained on a steady and firm basis, and there has been much improvement in selling here. This will continue as the weather gets colder.

Coffees are steady and the movement is good. There is considerable buying of future coffees outside and quite a marked activity for spot lots also. Sales to the trade are maintained on a fairly active basis.

Coffee, Roasted—

Bogotas, lb.	0 29½	0 33
Jamaica, lb.	0 25	0 29
Java, lb.	0 39	0 42
Maracaibo, lb.	0 28½	0 31
Mocha, lb.	0 34	0 38
Mexican, lb.	0 23	0 27
Rio, lb.	0 24	0 28
Santos, Bourbon, lb.	0 28	0 31
Santos, lb.	0 27	0 30
Cocoa —		
Bulk cocoa (sweet)	0 25	
Bulk cocoa (sweet)		

Spices Hold Firmly; Careful Buying

Montreal.

SPICES.—Careful buying of spices has been the order in this market and prices have held firmly all around. There is not much disposition to buy in large lots by anyone, and while a more active movement was reported from the States, it was expected that this would not mean extensive trading. Some lines are not any too free in supply, but stocks are very good, notwithstanding.

	5 and 10-lb. boxes	
Allspice	0 20	0 22
Cassia (pure)	0 35	0 37
Cloves	0 75	0 77
Cream of tartar	0 95	1 00
Ginger	0 30	0 40
Ginger (Cochin or Jamaica)	0 30	
Mace	0 80	1 00
Mixed spice	0 30	0 32
Nutmegs	0 45	0 50
Pepper, black	0 42	0 45
Pepper, white	0 48	0 50
Pepper (Cayenne)	0 35	0 37
Pickling spice	0 25	0 27
Paprika	0 65	0 70
Turmeric	0 28	0 30
Tartaric acid, per lb. (crystals or powdered)		1 30
Cardamom seed, per lb., bulk	2 00	
Carraway, Dutch, nominal	0 80	0 90
Cinnamon, China, lb.	0 30	
Cinnamon, per lb.	0 35	
Mustard seed, bulk.	0 35	0 40

Celery seed, bulk	0 70
Shredded cocoanut, in pairs.....	0 21 0 23
Pimento, whole	0 20 0 22
For spices packed in cartons add 3½ cents a lb. and for spices packed in tin containers add 10 cents per lb.	

Choice Apples

\$5.50-\$6.00 Barrel

Montreal.

FRUITS.—Apples are becoming more plentiful with the advance of the season and good grades are selling at \$5.50 to \$6 per bbl. A large amount of imported California fruit is coming to hand and prices are fairly high all around. Pears are somewhat lower and peaches, grapes and plums have declined to lower levels. It is unlikely that there will be lower prices for these lines.

Apples—

Duchess (in bbls.), No. 1	5 50
Do., (in bbls.), No. 2	4 50
No. 1 Alexanders, bbl.	5 50
No. 2 Alexanders, bbl.	5 00
St. Lawrence (in bbls.) No. 1..	6 00
Do., Do., No. 2..	5 00
Wealthy (in bbls.), No. 1	6 00
Do., Do., No. 2	5 50
Gravensteins, No. 1	6 00
Do., No. 2	5 50
Fameuse, No. 1	7 50
Do., No. 2	6 50
Apriots (Cal.), box	3 00
Bananas (fancy large), bunch..	5 00
Canataloupes (45 size), crate ..	6 50
Do., (15 size), crate	3 00
Grapes (California fancy), 4 bask	3 00
Grapes—	
Blue (6-qt.)	0 45
Tokays	3 00
Malagas	2 50
Grape fruit (fancy Jamaica) ..	3 75 4 75
Grape fruit (fancy Porto Ricos)	
80, 96, 112	5 00
Grape fruit (fancy Porto Ricos)	
54, 46	4 75
Lemons (fancy new Messina) ...	8 00 9 00
Lemons, California	5 00
Lemons, new Verdellis, 300 size..	4 50
Lemons (choice)	7 00
Lemons (California seedless) ..	8 00
Oranges, Valencia lates	10 50 11 00
Oranges, California navels	10 00
Oranges (bitter)	4 00 5 00
Oranges, Jamaica	4 75
Plums (Cal.), crates	3 00
Do., basket	1 75 2 00
Do., 11-qt. baskets	1 25 1 50
Do., 6-qt. baskets	0 75 1 00
Do., 11-qt. Pears	1 25
Pineapples, Cuban (crate)	6 00
Pineapples, Florida	6 00
Pears, Cal., eating, small box..	4 00
Pears, basket (11-qt.)	1 25
Do., Bartlettts	4 00 5 00
Do., basket	1 25
Peaches—	
No. 1, Canadian—	
11-qt. baskets	1 00 1 25
6-qt. baskets	0 65 0 90

Montreal Potatoes \$2.25;
Imported Sweet \$2.75

Montreal.

VEGETABLES.—Imported sweet potatoes are available now and are ranging in price from \$2.75 to \$3 per hamper. Local grown potatoes are a little freer at \$2.25 per bag. There is a tendency to lower prices for the root vegetables, but this will very likely be but temporary. Parsnips, for instance, are quoted at \$1.50 per bag and \$1.00 per dozen bunches. There is a good array of vegetables still and buying is very active.

Beans, new string (American)	
basket	2 50
Beets, new, bag	0 75 1 00
Cauliflower (Montreal), doz.	2 00 2 50
Corn (sweet), doz.	0 20 0 25
Cabbage (Montreal), doz.	0 50 1 00
Carrots, bag	0 85 1 00
Citron	2 00

Celery (Montreal), doz.	1 00
Cucumbers (Montreal), doz.	0 75
Egg plant, doz.	1 00 2 00
Gherkins, box	3 00
Lettuce, curly (doz.)	0 40 0 50
Lettuce (Montreal), head	1 00
Leeks	1 00 1 50
Mint	0 20
Mushrooms, lb.	0 90
Onion, spring doz.	0 25
Onions, Can., bag (70 lbs.)	2 00
No. 1 Yellow (70 lbs.)	2 50
No. 1, Red (70 lbs.), crate..	2 50
Oyster Plant	0 50
Parsnips, new, bag	1 50
Parsnips, new, doz. bunches	1 00
Parsley (Canadian)	0 20
Potatoes, Montreal new (90-lb. bag)	2 25
Potatoes (New Brunswick), bag.	2 40 2 50
Potatoes (sweet), hamper	2 75 3 00
Pumpkins (doz.)	2 00
Romane	0 50
Rhubarb, doz.	0 25 0 35
Spinach, box	0 75
Squash (Huber), doz.	2 50
Turnips, new, per bag	1 00
Tomatoes (hothouse), lb.	0 25
Do., Red, per box	1 25
Tomatoes, Montreal (box)	2 00
Do., Rose	2 00
Vegetable Marrow (doz.)	1 00
Watercress (Can.)	0 40

New Flour Here;

More Feeds Now

Montreal.

FLOUR AND FEEDS.—New milled flour is selling well now on the basis arranged recently. Supplies are ample to meet the demand and millers are getting in shape for the fall and winter business. As a consequence of the new milling of flour more bran is available, and this is finding ready sale. Shorts are not available so readily and more could be sold by the mills.

War Standard, Graham and Whole

Wheat Flours—	
Car lots (on track)	11 50
Car lots (delivered), Bakers..	11 65
Small lots (delivered)	11 75
Bran, per ton	37 25
Shorts	42 25
Crushed oats	61 00 70 00
Barley meal	60 00 67 00
Barley chop	60 00 67 00

ONTARIO MARKETS

TORONTO, October 9.—Higher prices have been named on butter plates, soap and lobster. Additional lines of barreled and boxed apples are on the market with prices ranging at high levels. Lemons are higher at primary points, which will probably be reflected here. Business as a whole is considered very good.

Sugar Situation

Shows Little Change

Toronto.

SUGAR.—There is little new to report on the situation on sugar during the week. There is some sugar coming to hand, but this is not of sufficient volume to provide for any accumulation of stocks, and material relief is not looked for for some time to come. One week one refiner is out of the market and their re-entering the market is marked by the withdrawal of another refiner so it would seem that until they are all operating at a sufficient rate to send tonnage every week that everyone will

Gluten feed (23% protein)—

F.O.B. Cardinal	62 00
F.O.B. Ft. William	60 00
Feed oats, per bushel	1 05
Shorts and brand delivered in Montreal \$2 per ton extra.	

While Grain Lower; Cereal Market Holds

Montreal.

CEREALS.—While there is an easier basis for various grains the active selling of the mills on oatmeal, cornmeal, etc., has enabled them to keep pretty fully cleaned up on stock and no declines in cereal prices have been effected. It is stated that the available stock of oats for milling is not large and the market for the cereal therefore holds. It is probable that there may be a downward revision for peas ere long. Substitute flours are moving out well.

Self-raising flour—

3-lb. pkgs., doz.	2 90
6-lb. pkgs., doz.	5 70
Cornmeal, Pure Gold	6 75
Cornmeal	5 75 6 40
Cornmeal (bolted)	4 25 4 50
Barley, pearl	6 50 7 00
Barley, pot, 98 lbs.	5 25 5 50
Barley (roasted)	7 50
Barley flour, 98 lbs.	5 75 6 75
Buckwheat flour, 98 lbs.	9 50
Corn flour, 98 lbs.	5 80 6 00
Corn flour (standard)	5 45
Rice flour	8 75 9 00
Oat flour	6 00
Hominy grits, 98 lbs.	6 75 8 00
Hominy, pearl, 98 lbs.	7 50 8 00
Graham flour	5 90 6 40
Oatmeal (standard-granulated and fine) ..	5 70 6 40 6 50
Peas, Canadian, boiling, bush..	4 80 5 50
Split peas	9 00 11 25
Rollod oats, 90-lb. bags	5 30 5 50
Rollod oats (family pack), case	5 50 5 60 5 75 5 80
Oatmeal (packages) fine cut....	5 70
Rollod oats (small size), case ..	2 00 2 05 2 12½
Rollod wheat (100-lb. bbls.) ...	6 75 8 00
Rye flour (Can.), 98 lbs.	6 00 7 00
Do. (American), 98 lbs.	6 85
Tapioca flour, lb.	0 15

be confined to a comparatively small allowance. The coupons on which the wholesalers will be working from now on have arrived, and after Oct. 15, this method of securing sugar will be in evidence. If there is only sufficient sugar provided to take care of the coupons there should be little kick coming. Price on Acadia sugar, Toronto basis, is again ruling at \$9.79.

Atlantic, extra granulated	9 79
St. Lawrence, extra granulated.....	9 79
Acadia Sugar Refinery, extra granulated..	9 79
Can. Sugar Refinery, extra granulated..	9 04
Dom. Sugar Refinery, extra granulated..	9 79

Canada Sugar differentials: 50-lb. sacks, 10c over 100-lb.; 20-lb. gunnies, 25c advance; 10-lb. gunnies, 40c advance; 5-lb. cartons, 50c advance; 2-lb. cartons, 60c advance. St. Lawrence differentials: In 25-lb. gunnies, 25c over 100 lb.; 20-lb. gunnies, 40c advance; 10-lb. gunnies, 50c advance; 5-lb. gunnies, 60c advance; 5-lb. cartons, 60c advance; 2-lb. cartons, 70c advance. Atlantic differentials: 20-lb. bags, 40c advance over 100 lb.; 10-lb. gunnies, 50c advance; 5-lb. cartons, 50c advance; 2-lb. cartons, 70c advance. Acadia sugar differentials: 20-lb. bags, 35c advance over 100 lbs.; 10-lb. gunnies, 45c advance; 5-lb. cartons, 45c advance; 2-lb. cartons, 50c advance. Barrels of granulated and yellow may be had at 5c over above prices, which are for bags. Fancy sugars make a corresponding increase when put up in small packages. No. 1 yellow is 30 to 40c

per 100 lbs. under granulated, No. 2 yellow is 10 to 20c per 100 lbs. under No. 1 yellow, and No. 3 yellow 20c to 30c less than No. 1

Butter Plates

Higher; Soap Too

Toronto.

BUTTER PLATES, SOAP.—A further change which provides for an advance has been made in butter plates. The Rite Shape 500-½s are now quoted at \$3.90 per thousand; 500-1s are now \$4.15; 500-2s are now \$4.75; 250-3s are now \$5.60; 250-5s are now \$7.50. A change in the Pugsley Dingman line of soap has been affected, the advanced prices being as follows: Electric soap \$6.75 per box; Naptha, \$6.75. Happy Home, \$6.25. Tip Top Soap Chips 100 packages are quoted at \$7.00 a box; the XX Standard Chips in cases of fifty pounds, \$7.90 per box, and in barrels 15½c per pound. White Knight soap, less than 5 cases is quoted at \$7.45; five case lots, \$7.40, and ten case lots, \$7.35 per case. Robertson's peanut butter in 24 lb. pails at 25c per pound and Small's maple butter at \$5.50 per case are selling at higher figures.

Small Size

Containers To Go

Toronto.

MOLASSES, SYRUPS.—Definite advice is forthcoming that all sizes of containers smaller than 2½s will be eliminated in the United States. The range of sizes then which will be offered to the trade here will be 2½s, 5s and 10s. It is more than likely that the big demand will fall on the 2½ size. It is understood that manufacturers will be permitted to clean up their present stock of the small size containers.

Greater interest is being shown in Pure Cane sugar syrup, the reason for this being attributed largely to shortage of the sugar itself. Prices are firm and range from 7½ to 8c per pound, in barrel lots.

Corn Syrups—

Barrels, Crown or Bee Hive, per lb.	0 07½	
Cases, 2-lb. tins, Crown or Bee Hive, 2 doz. in case	4 80	
Cases, 5-lb. tins, Crown or Bee Hive, 1 doz. in case	5 40	
Cases, 10-lb. tins, Crown or Bee Hive, ½ doz. in case	5 10	
Cases, 2-lb. tins, Lily White or White Clover, 2 doz. in case	5 30	
Cases, 5-lb. tins, Lily White or White Clover, 1 doz. in case	5 90	
Cases, 10-lb. tins, Lily White or White Clover, ½ doz. in case	5 60	
Half barrels, ¼c over bbls.; ¼ bbls., ½c over bbls.		

Cane Syrups—

Barrels and half barrels, lb.	0 07½	0 08
Cases, 2-lb. tins, 2 doz. in case	7 00	

Molasses—

Fancy, Barbadoes, barrels	1 05	1 10
Choice Barbadoes, barrels	0 95	1 00
West India, ½ bbls., gal.	0 56	
West India, No. 10, kegs	6 50	
West India, No. 5, kegs	3 25	
Tins, 2-lb., table grade, case 2 doz., Barbadoes	4 90	
Tins, 3-lb., table grade, case 2 doz., Barbadoes	6 75	
Tins, 5-lb., 1 doz. to case, Barbadoes	5 30	
Tins, 10-lb., ½ doz. to case, Barbadoes	5 20	
Tins, 2-lb., baking grade, case 2 doz.	5 50	
Tins, 3-lb., baking grade, case of 2 doz.	7 40	
Tins, 5-lb., baking grade, case of 1 doz.		

Tins, 10-lb., baking grade, case of ¼ doz.	6 95	
West Indies, 1½, 48s		

Marmalade Goes

Higher; Markets Steady

Toronto.

CANNED GOODS.—Developments of a particularly interesting character are missing this week. The trade seems to be following a somewhat normal course with prices showing a slight upward trend in some lines. New prices have been named on Shirriff's marmalade which ranges as follows: 8-oz. jars, loose, \$1.85; packed, \$1.95; 12-oz. jars, loose, \$2.50; packed, \$2.65; 16-oz. jars, loose, \$3.20; packed, \$3.35; 22-oz. jars, loose, \$4.35; packed, \$4.50. A general increase in the price of lobster seems to be coming through, another brand, ½s. being added to the list quoted at \$3.75.

CORN FLOUR DROPS 80c BARREL

As **CANADIAN GROCER** goes to press, advice has been received indicating that a sharp decline in corn flour has also become effective amounting to 80c per barrel. This makes quotations read for the white \$10.20 per bbl. and the Government standard \$9.20 per bbl. Mills are also permitted to sell white corn flour to the bakers now. It is also understood that the embargo on the importation of all substitute flours has been lifted. This means that barley flour, rye flour and corn flour can be brought in from the United States. This action was taken, it is intimated, owing to fact that mills here have been unable to meet the requirements of the trade and to provide sufficient supplies to encourage use of substitutes.

Following prices on canned goods are general quotations from wholesaler to retailer and not F.O.B. factory prices.

Salmon—

Soekeye, 1s. doz.	4 00	4 50
Soekeye, ½s. doz.	2 40	2 50
Alaska reds, 1s. doz.	3 75	3 85
Chums, 1-lb. talls	2 35	2 60
Do., ½s. doz.	1 35	1 45
Pinks, 1-lb. talls	2 25	2 60
Do., ½s. doz.	1 35	1 50
Cohoos, ¼-lb. tins	1 85	1 90
Cohoos, 1-lb. tins	3 45	3 75
Red springs, 1-lb. talls	3 65	3 75
White springs, 1s. dozen	2 30	2 35
Lobsters, ¼-lb., doz.	8 75	
Pitchards, 1-lb. talls, doz.	2 15	

Canned Vegetables—

Beets, 3s	1 50	2 30
Tomatoes, 2½s		2 10
Peas, standard	1 55	1 95
Peas, early June	1 67½	2 25
Beans, golden wax, doz.	2 00	2 10
Asparagus tips, doz.	3 42½	3 45
Asparagus butts	2 00	2 02½
Corn, 2s. doz.	2 45	2 65
Pumpkins, 2½s	1 80	2 00
Spinach, 2s. doz.		1 90
Do., 2½s. doz.	2 52½	2 55
Do., 10s. doz.	7 55	7 57½
Succotash, No. 1, doz.	2 00	2 35
Pineapples, sliced, 2s. doz.	3 20	3 50
Do., shredded, 2s. doz.	3 00	3 02½
Rhubarb, preserved, 2s. doz.	2 07½	2 10
Do., preserved, 2½s. doz.	2 65	2 67½
Do., standard, 10s. doz.	4 50	4 52½
Cherries, 2s	2 75	2 90
Peaches, 2s	2 10	2 40
Pears, 2s	1 85	2 00
Plums, Lombard, 2s		1 75
Plums, Green Gage	1 80	1 95
Raspberries, 2s, H.S.	4 50	
Strawberries, 2s, H.S.	4 50	

Blueberries, 2s	2 10	2 35
Preserved Fruits, Pint Sealers—		
Peaches, pint sealers, doz.	3 40	3 45
Jams—		
Apricot, 4s, each		0 84
Black currants, 16 oz., doz.	3 40	3 90
Do., 4s, each		0 98
Gooseberry, 4s, each		0 84
Peach, 4s, each		0 82
Red currants, 16 oz., doz.		3 45
Raspberries, 16 oz., doz.	3 40	4 25
Do., 4s, each		0 98
Strawberries, 16 oz., doz.	3 90	4 25
Do., 4s, each	1 08	1 10

Government Takes

40 to 90 Prunes

Toronto.

DRIED FRUITS.—Most recent advice from the United States indicate that the Government there has taken over all the prunes, sizes 40 to 90 inclusive. That leaves only the very small size and the very large size available for civilian use, and production of these will amount to a very small figure. The trade now seems quite resigned to the fact that there will be no offering of new crop prunes. Very heavy sales of raisins are reported on the local market and the growers have now stopped taking orders. Recent rains in California have hit the raisin belt and may result in some damage to the crop. It is unknown as yet how much this may be.

Apples, evaporated, Ontario	0 18	0 20
Do., do., Nova Scotia		0 17
Apricots, unpeeled		0 16½
Do., fancy, 25s		0 30
Do., choice, 25s	0 25	0 27
Do., standard, 25s	0 24	0 26
Candied Peels, American—		
Lemon		0 43½
Orange		0 45½
Citron		0 53
Currents—		
Grecian, per lb.	0 26	0 28
Australians, lb.	0 30	0 35
Dates—		
Excelsior, kgs., 3 doz. in case	6 50	6 75
Dromedary dates, 3 doz. in case	7 50	7 75
Figs—		
Tape, lb.		
Malagas, lb.		
Comadre figs, mats, lb.	0 18	0 14
Cal., 4 oz. pkgs., 70s, case		3 50
Cal., 8 oz., 20s, case		2 00

Prunes—

30-40s, per lb., 25s, faced		0 18
40-50s, per lb., 25s, faced	0 16½	0 19
50-60s, per lb., 25s, faced	0 16	0 16½
60-70s, per lb., 25s, faced	0 13½	0 14
70-80s, per lb., 25s, faced	0 13½	0 14
80-90s, per lb., 25s, unfaced	0 12	0 13½
90-100s, per lb., 25s, unfaced	0 11	0 12

Peaches—

Standard, 25-lb. box	0 15½	0 17
Choice, 25-lb. boxes	0 18½	0 19
Fancy, 25-lb. boxes		0 22
Practically peeled, 25-lb. boxes		0 22
Extra fancy		0 23

Raisins—

California bleached, lb.		0 15
Valencia, Cal.	0 10½	0 11
Valencia, Spanish		
Seeded, fancy, 1-lb. packets	0 12½	0 13½
Seedless, 12-oz. packets	0 12	0 12½
Seedless, 16-oz. packets	0 14	0 15
Seedless, bakers, Thompsons, 50s	0 13½	0 15½

Teas Steady;

Fair Demand

Toronto.

TEAS.—The market is steady and no outstanding feature is in evidence. A very fair demand is reported and prices rule with a firm undertone.

Ceylon and India—

Pekoe Souchongs	0 46	0 48
Pekoes	0 48	0 56
Broken Pekoes	0 56	0 58
Orange Pekoes	0 58	0 60
Broken Orange Pekoes	0 60	0 62

Java—		
Broken Pekoes	0 45	0 48
Japans and Chinas—		
Early pickings, Japans	0 50	
Second pickings	0 40	0 48
Hyson Thirds, lb.	0 40	0 48
Do., Seconds	0 50	0 55
Do., sifted	0 50	0 62

Coffee Very

Strong; Cocoa Too

Toronto.

COFFEE.—The coffee market is very strong and no sign of weakness is apparent. Supplies are being absorbed quite rapidly under influence of good demand, and replacement of stocks is not the easiest thing to-day. Cocoa is also very firm though no change in the market is reported. The demand shows continued improvement.

Coffee—		
Bogotas, lb.	0 33	0 36
Guatemala, lb.	0 29	0 31
Maracaibo, lb.	0 30	0 35
Mexican, lb.	0 32	0 36
Jamaica, lb.	0 31	0 36
Blue Mountain Jamaica		0 46
Mocha, Arabian, lb.		
Rio, lb.	0 26	0 32
Santos, Bourbon, lb.	0 32	0 35
Chicory, lb.		0 25
Cocoa—		
Pure, lb.	0 25	0 30
Sweet, lb.	0 18	0 20

Stiff Feeling

In All Spices

Toronto.

SPICES.—The variation from levels prevailing last week is noticeable. Peppercorns which showed a little weakness have firmed up again, and are ruling strong. The demand on all lines is considered satisfactory.

Market Ruling

At Strong Prices

Toronto.

NUTS.—The market as a whole shows a decidedly firm tendency. Slight revisions in prices occur from week to week, but the general tendency is towards higher levels. A splendid volume of orders has already been shipped out this month and indications are that when the returns for the full month are in that they will prove very satisfactory. The range of quotations on both shelled and in the shell follows:

Almonds, Tarragonas, lb.	0 27	0 30
Walnuts, Bordeaux	0 28	0 30
Walnuts, Grenobles, lb.	0 33	0 34
Walnuts, Manchurian, lb.		
Filberts, lb.	0 24	0 30
Pecans, lb.	0 25	0 27
Peanuts, Jumbo, roasted	0 24	0 25
Do., Fancy, roasted	0 23	0 24
Brazil nuts, lb.	0 20	0 27
Shelled—		
Almonds, lb.	0 53	0 55
Filberts, lb.	0 28	0 30
Walnuts, lb.	0 78	0 82
Peanuts, Spanish, lb.	0 19	0 20
Do., Chinese, 30-32 to oz.	0 47	0 18
Brazil nuts, lb.		0 85

Trade Very

Quiet in Beans

Toronto.

BEANS.—There is little or no interest in this commodity. Stocks are heavy and demand practically nothing.

Ontario, 1-lb. to 2-lb. pickers, bu.	6 50	6 75
---	------	------

Do., hand-picked	8 00	
Can. White Kidney Beans, bush.	8 40	9 00
Japanese Kotoshi, per bush.		8 00
Rangoons, per bush.	6 00	6 50
Limas, per pound	0 17½	0 19

Rice is Held

At Firm Levels.

Toronto.

RICES.—The market holds firm under influence of similar conditions at primary points. Prices are unchanged for the week, and the demand continues along very satisfactory lines.

Texas, fancy, per 100 lbs.	12 50	13 00
Blue Rose Texas, per 100 lbs.	12 75	13 50
Honduras, fancy, per 100 lbs.	13 00	13 50
Siam, fancy, per 100 lbs.	10 50	11 50
Siam, second, per 100 lbs.	10 00	11 00
Japans, fancy, per 100 lbs.	11 00	12 00
Japans, second, per 100 lbs.	10 00	11 00
Chinese XX, per 100 lbs.	9 50	10 50
Do., Simiu		13 00
Do., Mujin, No. 1		12 00
Do., Pakling		11 50
Tapioca, per lb.	0 14	0 15
White Sago	0 14¾	0 16

Prices Firm;

Business Normal

Toronto.

PACKAGE GOODS.—The market rules with a firm undertone and a normal amount of business is being transacted. Prices are unchanged for the week at the following levels:

Cornflakes, per case	4 00	4 25
Rollod oats, round, family size, 20s		5 60
Rollod oats, round, regular 18s, case		2 00
Rollod oats, square, 20s		5 60
Shredded wheat, 36s, case		4 50
Cornstarch, No 1, pound cartons	0 11¾	
Do., No. 2, pound cartons	0 10¾	
Laundry starch, in 1-lb. cartons.	0 10¼	0 11¾
Do., in 6-lb. tins	0 13¼	
Do., in 6-lb. boxes	0 13¼	
Do., in 100-lb. kegs	0 11¾	

Honey Firm;

Maple Syrup Normal

Toronto.

HONEY, MAPLE SYRUP.—Sales of honey have held at a very satisfactory level, and supplies have been equal to all requirements. Prices are ruling at firm levels and are unchanged. The situation in maple syrup is normal. Prices are steady and the demand satisfactory.

Honey—

Clover, 2½-lb. tins	0 29	
5-lb. tins	0 28	0 28½
10-lb. tins		0 28
Buckwheat, 60-lb. tins	0 27½	0 28
Comb, No. 1, fancy, doz.	3 75	4 25
Do., No. 2, doz.		3 00
Maple Syrup—		
No. 1, 10-lb. tins, 6 to case	15 10	
No. 2, 5-lb. tins, 12 to case	17 10	
No. 3, 2½-lb. tins, 24 to case.	18 50	
No. 3, 32-oz. bottles, 24 to case	16 70	
Gallon tins, Imperial, per gal.	2 25	
5-gallon tins, Imperial, per tin	10 50	
Barrels, 25 or 40 Imp. gals. gal.	2 00	

Florida Grape Fruit

Now Offering

Toronto.

FRUITS.—The first shipments of Florida grape fruit have arrived on the local market. Prices range fairly high at from \$6.25 to \$7.00 per case. In box apples, the first arrivals of B. C. Jonathans are reported. There are unfavorable reports from Washington in regard to crop of Jonathans, worm dam-

age having developed, which may mean a small percentage of extra fancy stock to offer. First shipments of McIntosh Reds from Montana are now on the way. Most of these lines are very high in price, costing about as much now as they sold for last year. A wider range of barrel apples is now available, prices being given below. A strong advance in California lemons at primary points, amounting to \$1.00 per box, is reported. This has not yet been reflected here, but undoubtedly will be. Oranges show continued strength, and little recession from present values is expected before arrival of new crop.

Apples—

Early, 11-qt. basket	0 30	0 50	
Do., B.C. Crab, box	2 25	2 50	
Do., Crab, 11-qt. basket	0 65	0 75	
Do., B.C. McIntosh Reds, box	3 25	3 50	
Do., B.C. Jonathans, box		3 50	
Do., in Barrels. No. 1 No. 2 No. 3			
Kings	5 00	4 50	4 00
Greenings	5 00	4 50	4 00
Wealthy's	5 00	4 50	4 00
Calvert's	4 50	4 25	3 50
Blenheims	5 00	4 50	4 00
Ribstons	5 00	4 50	4 00
Alexanders	5 00	4 50	4 00
Wolf River	5 00	4 50	4 00
St. Lawrence	5 00	4 50	4 00
Snows	6 00	5 50	5 00
C. Pippin	5 00	4 50	4 00
Bananas, per lb.		0 5½	0 06
Cranberries, bbls.			13 00
Do., ½ bbls.			6 50
Grapes, Cal., Malagas, crate			3 50
Do., Cal., Tokays, crate		3 50	3 75
Do., Canadian, basket		0 38	0 40
Florida, 36s, 46s			6 25
Do., 54s, 64s, 72s, 80s.		6 50	7 00
Do., 96s		5 50	7 00

Oranges—

Valencias—		
126s, 150s	10 00	10 50
176s, 200s, 216s, 250s, 288s.	10 50	10 75
324s, 360s	6 50	7 00
Jamaicas—		
176s, 200s, 216s		7 50
Lemons, Cal., case	5 00	6 75
Do., Messina Verdellis, box		7 50
Pineapples—		
Floridas, 30s, 36s, case	5 50	6 00
Peaches, Can., 6-qt. flats	0 50	0 65
Do., 11-qt. flats	0 65	0 90
Pears, Cal., winter varieties		5 00
Do., Can., basket	0 60	1 00
Plums, Can., 11-qt. basket		1 00

Potatoes Easier;

Onions Strong

Toronto.

VEGETABLES.—A somewhat easier feeling in regard to local potatoes has developed. Sweet potatoes are in good supply, and prices show a decline for the week. Onions have firmed up at shipping points and indications from some sources are that a big percentage has been marketed. Locally the market is just a trifle easier at \$2.50 per 100-lb. bag. Celery is again in evidence, being quoted at 50c dozen.

Cabbage, Can., crate	1 35	
Do., doz.	0 75	0 90
Cantaloupes—		
Do., Can., 16s	0 60	0 90
Celery, dozen		0 50
Corn, doz.		0 25
Cucumbers, Can., basket	0 35	0 50
Gherkins, 6-qt. basket	1 00	1 25
Do., 11-qt. basket	1 50	2 00
Egg Plant, basket		0 65
Onions, Can. Yellow, 100-lb. bag	2 50	
Do., Pickling, 11-qt. basket	1 25	1 75
Parsley, basket	0 40	0 50
Peppers, green, basket	0 75	1 00
Potatoes, New Jersey sweet, hamper	2 75	2 85
Potatoes, Canadian, bag		2 25
Quinces, 11s		1 00
Tomatoes, basket	0 40	0 50
Turnips, basket		0 30
Vegetable Marrows, crate	0 25	0 30

WEEKLY MARKET REPORTS BY WIRE

Statements From Buying Centres, East and West

British Columbia

FROM VANCOUVER, BY WIRE.

Vancouver, Oct. 9.—The potato market, as was expected, is showing a considerably firmer feeling this week and prices now run from \$32 to \$35 for lowlands and \$42 to \$45 for Ashcroft and other high land varieties. Other root vegetables are very reasonable in price, and carrots and turnips are going into consumption readily. The apple market is steady with \$2.75 ruling for choice dessert apples. Smoked meats are firm, but the demand is not strong. Compound lard has eased off to 26½. Fresh eggs are still scarce and are quoted at 74 cents. Cheese has advanced to 27½. Despite the commandeering of the creamery output there has been no change in butter prices. Oranges are selling at \$10.00 to \$10.50.

VANCOUVER, B.C.:

Sugar, pure cane, gran., 100 lbs.	9 45
Flour, war grade, Manitoba, per per bbl. in car lots	10 80
Rice, Siam, No. 1, per ton	4 20
Do., Siam, No. 2	1 65
Rice, China, 44 lb. mats, No. 1	1 90
Do., No. 2	1 75
Beans, Japanese, per lb.	0 10
Beans, B.C., white	0 14½
Potatoes, per ton	35 00
Potatoes, lowland	42 00
Potatoes, ashcroft	45 00
Lard, pure, in 400-lb. tierces, lb.	0 32½
Butter, fresh made creamery, lb.	0 52
Cheese, Canadian	0 26½
Margarine	0 32½
Eggs, new-laid, in cartons, doz.	0 74
Oranges, box	10 50
Lemons	8 50

Alberta Markets

FROM CALGARY, BY WIRE.

Calgary, Alta., Oct. 9.—Compound lard has advanced ½c. Hams and bacon again advance ½c. New laid eggs are quoted at \$15 a case and are scarce; No. 1 storage are quoted at \$14 and \$14.20. Chicken haddie advanced 50c per case. Shoe polish now \$1.30 a dozen. Some small hand-picked white beans are offering at \$8.75 per hundred. Corn 2's are selling at \$5.40 to \$5.90 a case. Peaches choice evaporated are quoted at 18c to 20c. Potatoes are 29c. Oranges \$10; lemons \$7.50 to \$8.50 per case.

CALGARY:

Beans, small, lb.	0 09	0 11
Beans, small white, per cwt.	8 75	
Flour, 98s, per bbl.	10 95	
Flour, 49s, per bbl.	12 20	
Cornmeal, 24s, per bbl.	12 30	

Molasses, extra fancy, gal.	1 15
Rolls oats, 80s	4 80
Rice, Siam, cwt.	10 75
Rice, Japan	11 00
Rice, China, per mat, No. 1	5 10
Do., No. 2	4 70
Tapioca, lb.	0 14
Sago, lb.	0 14
Sugar, pure cane, granulated, cwt.	10 87
Cheese, No. 1, Ontario, large	0 26
Butter, creamery, lb.	0 49
Do., dairy, lb.	0 35
Lard, pure, 3s, per case	18 60
Eggs, new-laid, case	15 00
Eggs, No. 1 storage, case	14 00
Candied peel, lemon, lb.	4 20
Tomatoes, 2½s, stand. case, spot	5 40
Corn, 2s, standard, case	5 90
Do., new	3 35
Peas, 2s, standard case	3 60
Apples, gal., Ontario, case	2 20
Strawberries, 2s, Ontario, case	7 50
Do., new pack	8 50
Raspberries, 2s, Ontario, case	8 50
Do., new pack	8 75
Cherries, 2s, red, pitted	6 40
Apples, evaporated, 50s, lb.	0 21
Apricots, evaporated, lb.	0 26
Peaches, evaporated, lb.	0 18
Peaches, 2s, Ontario, case	4 75
Salmon, pink, tall, case	9 00
Salmon, Sockeye, tall, case	17 75
Do., halves	18 25
Potatoes, per ton	29 00
Oranges, Valencias, case	10 00
Lemons, case	7 50

Saskatchewan Markets

FROM REGINA, BY WIRE.

Regina, Sask., Oct. 9.—Following the order commandeering creamery butter the Saskatchewan Co-operative Creameries, Ltd., have been forced to reduce price for butter fat 1c per pound. In Alberta the reduction is 2c. Potatoes are quoted at 50c to \$1 per bushel. The new order effective September 23 reducing the freight rates on sugar from British Columbia points has resulted in a decline of 25c per hundred in price of sugar here. Further advances in this commodity are however expected before the first of the year. Wholesalers were notified to-day of serious damage to raisin crop in California as result of heavy rains. Condensed and evaporated milks show tendency to advance.

REGINA—

Beans, small white Japans, bu.	7 50
Beans, Lima, per lb.	5 55
Flour, standard, 98s	0 75
Molasses, New Orleans, gal.	4 85
Rolls oats, bails	9 25
Rice, Siam, cwt.	0 12½
Sago, lb.	0 14
Tapioca, lb.	10 69
Sugar, pure cane, gran., cwt.	0 27
Cheese, No. 1 Ontario, large	0 50
Butter, creamery	18 00
Lard, pure, 3s, per case	0 47½
Bacon, lb.	0 45
Eggs, new-laid	5 75
Pineapples, case	5 00
Tomatoes, 3s, standard case	4 85
Corn, 2s, standard case	5 20
Peas, 2s, standard case	2 40
Apples, gal., Ontario	0 19½
Apples, evaporated, per lb.	8 50
Strawberries, 2s, Ont., case	8 70
Raspberries, 2s, Ont., case	

Peaches, 2s, Ontario, case	4 65
Plums, 2s, case	3 40
Salmon, finest Sockeye, tail, case	18 00
Salmon, pink, tall, case	9 25
Pork, American clear, per bbl.	40 75
Potatoes, bushel	0 50

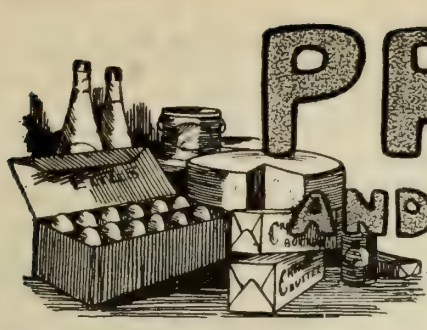
New Brunswick Markets

FROM ST. JOHN, BY WIRE.

St. John, N.B., Oct. 9.—Exceedingly heavy rains over week-end have further delayed potato digging operations and will increase the wastage from rot. Meanwhile prices are firm but unchanged. Ordinary cornmeal is easier and is quoted \$3.75 to \$3.80. Beans show a reduction on yellowed \$9 to \$9.10; white \$8 to \$8.25. Rice is also lower and is quoted 10 to \$10.10. Cheese is higher, being 27c to 27½c. Another increase in butter is announced, creamery selling at 48c to 50c; dairy 45c to 48c; tub 42c. Onions, 75-pound bags are quoted at \$2.10 to \$2.25. There is no rye meal or evaporated apples on the market at present.

ST. JOHN, N.B.:

Flour, No. 1 patents, bbls., Man.	12 70
Cornmeal, gran., bags	7 00
Cornmeal, ordinary, bags	3 75
Corn flour, white, 98-lb. bag	7 75
Do., yellow, 98-lb. bag	5 60
Rye meal, 98 lb. bag	8 00
Rye flour, 98 lbs.	6 65
Rice flour, per pound	0 11
Potato flour, per pound	0 18
Oatmeal standard, per bbl.	12 75
Molasses, extra fancy, gal.	0 98
Rolls oats, bbl.	11 75
Beans, yellow-eyed	9 00
Beans, Canadian, white	8 00
Rice, Siam, cwt.	10 00
Sago and tapioca, lb.	0 18
Sugar—	
Standard, granulated	9 85
No. 1, yellow	9 35
Cheese, N.B., twins	0 27
Eggs, fresh, doz.	0 50
Eggs, case	0 47
Breakfast bacon	0 35
Butter, creamery, per lb.	0 48
Butter, dairy, per lb.	0 45
Butter, tub	0 42
Margarine	0 30
Lard, pure, lb.	0 32
Lard, compound	0 27
American clear pork	56 00
Beef, corned, 1s	4 90
Tomatoes, 3s, standard, case	5 40
Raspberries, 2s, Ont, case	6 20
Peaches, 2s, standard case	4 40
Corn, 2s, standard case	5 00
Peas, standard case	3 30
Apples, gal., N.B., doz.	4 00
Strawberries, 2s, Ont., case	6 20
Salmon, Red, spring, cases	15 00
Pinks	11 00
Cohoes	14 00
Chums	8 50
Evaporated apples, per lb.	0 18
Peaches, per lb.	0 22
Potatoes—	
Natives, per bbl.	3 50
Onions, Can., 75-lb. bags	2 10
Lemons, Cal., Messina	8 00
Oranges, Cal., case	10 00
Grapefruit, case	7 50
Bananas, per lb.	0 07
Plums, Cal., crate	3 00
Peaches, Cal., crate	3 00



PRODUCE AND PROVISIONS

Butter Stocks Ample to Meet Demands

Uneasiness in the Trade Owing to Action of Government in Taking Over Creamery Stocks—Increase in Storage Holdings over 1917—Introduction of Margarine Has Changed Trading Conditions.

THE uncertainty that resulted from the Government action in regard to taking over the stock of butter produced by the creameries until Nov. 9 has occasioned a good deal of uneasiness among the retail grocery trade. There has been a feeling that this action would result in a lack of adequate stocks in the near future requirements. The supplies of dairy butter that used to be a great factor in the butter trade of the smaller places, has of recent years been falling off to a marked extent, as the farmers discovered that it was about as profitable to take their milk to the creamery as to make their own butter. As a result the merchant sees little supplies of butter coming in, and with the creameries shut off as a source of supply he is inclined to fear that there is likely to be an actual and acute shortage.

A Safe Margin, in Surplus Stock

While this fear seemed on the face of it to be based on substantial grounds, a little enquiry into the actual facts of the situation makes it very evident that no such results are actually to be feared. There is a reserve supply of butter in storage at the moment, that appears quite adequate for taking care of the demand that for the next month must be transferred from the creameries to the cold storage plant.

Stocks of Butter in Excess of Former Years

The report of the Cost of Living Commissioner on the stocks of butter of the storage houses, shows a very marked improvement over the stocks on hand in previous years. The latest figures available are those based on conditions on August 1, which show a total storage of 18,536,598 pounds of creamery butter and 1,714,691 pounds of dairy butter. In the interval between then and the present time there has been a grater movement into storage than there has been out. So that these figures can be taken as the minimum of stocks on hand at the present time. The Canada Food Board sets the figure at 20,000,000 pounds. As a matter of comparison it might be noted that the re-

turns from a large though not complete list of storages for August 1, 1917, gave storage holdings on butter at 10,977,514 pounds, while same storages this year on the corresponding date showed holdings totalling 13,435,861, a clear increase of holdings in storage of about two and a half million pounds. Moreover the holdings in 1917 were not below, but rather above the normal, so that this surplus may be considered as an actual surplus to set against the loss occasioned by the withdrawal of the productions of the creameries from Canadian consumption.

Consumption Not Likely to Exceed Surplus

Whether this surplus is equal to meeting the demand made upon it is therefore the only matter of moment. Figures regarding actual monthly consumption of butter in Canada. The only figures dealing with this matter that are available are those appearing in the report of the Cost of Living Commissioner dated July, 1917, and these figures are for the month of March, 1916. These figures show a total consumption during the month of 2,176,032 pounds of butter actually taken out of storage, while in addition to this there is the output of the creamery which is light at that time of year. It is to be remembered, too, in considering these figures, that they hardly represent a fair basis to judge the probable consumption during October, 1918. For one thing they are based on a month when the dealer is more heavily dependent on the cold storage than at any other time. Dairy butter from the farm is hardly a factor at all at that period, and the movement out of storage may be considered as materially heavier than it would be at the present time. Moreover the introduction of margarine since that date has made a considerable difference in trading conditions. While the consumption may look small beside the consumption of butter, it is none the less a large item that must be taken into consideration at this time. There seems no likelihood therefore that this surplus supply in storage

will not be quite adequate to meet the demands made upon it, which will leave the storage companies in approximately the same position to meet the winter trade that they were in last season, when there was no shortage of butter.

Creameries Must Play Fair

There is a tendency on the part of some creameries to adopt a very antagonistic attitude to these government regulations. There are cases where the creameries since this order became effective have sold their cream to the United States because the sale of the cream represented a better profit to them than the Government figure. In such action there lies a real element of danger, because cream shipped to the United States is a complete loss to this country, and in the event of the creamery production not being sufficient to meet the requirements of the Government there is very little doubt that any deficiency would be met out of storage stocks.

Requisitioning Storage Stocks Would Have Meant Higher Prices

Some people may be inclined to feel that this would have been a better method of meeting the need anyway. There is this consideration to be thought of, however, that under the regulation as it at present stands, the butter to come out of storage was bought in the regular season and under normal conditions so that the price going into storage was considerably lower than at present and on this purchase price the companies are allowed only a certain fixed effective margin of profit.

Now, if the Government's requirements had been requisitioned the storage companies would have at once gone on the open market to purchase stocks to recoup their losses. There would be a high competitive buying which would of necessity mean increased prices on stocks going into storage, that sooner or later would have to be faced by the consumer. As the matter stands at present, there is little likelihood of any great advance. The produce man's profit is based on the

purchase price and this was settled months ago.

The danger of the situation, of course, is the question of whether or not the creameries will be able to produce the requisite amount of butter for the Government. If there is no disturbance of present conditions, this production should prove ample, but if the creameries shipped cream across the line to any extent, or if the farmer should be induced by the prospect of better prices to cut off his supply of cream to the creamery, and should instead go in for making dairy butter, and there is apparently nothing to prevent either of these conditions arising, then the situation might become serious and this seriousness would ultimately result in higher prices.

It is a fairly general belief however, that the creameries will accept these regulations with good grace, realizing their necessity, and if this is so there is no reason to fear any hardship as far as stocks of better are concerned. Already the large storage companies are feeling the effect of the regulation in a largely increased business. They are confident however, that they will be able to take care of the trade without difficulty, if the trade is contented to buy only in normal quantities.

THE FISHING INDUSTRY IN CANADA

The value of sea fish in first hands, caught in Canadian waters during August, amounted to \$4,260,388. This exceeds the value for the same month last year by \$139,117. The quantity of cod, haddock and hake landed on the Atlantic Coast, however, was 66,063 cwts. less. Herring and mackerel, on the other hand, were caught in greater quantities; the former by 52,166 cwts. and the latter by 12,495 cwts.

Fishing operations on the Atlantic Coast were interfered with to a considerable extent during the month by the presence of an enemy submarine. Unfortunately, nine Lunenburg county vessels, valued at \$264,000, with fish valued at \$136,000, also one Yarmouth vessel, with a good catch of fish on board, were sunk. Notwithstanding this loss, the quantity of cod landed by the Lunenburg fleet was only 4,800 cwts. less than that landed in August last year. The main falling off in the landings of these fish was in New Brunswick and Quebec, where both fish and bait were scarce.

Lobster fishing continued until the 10th of August in a section of Northumberland Strait, and the total pack, since the opening of the season in November last, was 101,967 cases and the shipment in shell, 53,612 cwts. Last year the total pack was 181,277 cases and the shipment in shell, 70,321 cwts., but fishing continued till September 10 along the southern part of the gulf, from Antigonish county to Gaspe, including Prince Edward Island. In the preceding year (1916), with fishing ended at the usual time, August 10, the pack was 188,545 cases and the shipment in shell, 94,409 cwts.

In the Fraser River district of British Columbia, sockeye salmon were not abundant during the month. Shortage of ice at Prince Rupert kept some halibut boats in port for several days. The greater proportion of salmon taken in the Vancouver Island district consisted of humpbacks. These were very plentiful in the northern part of the island. Pilchards were abundant on the west coast and large quantities were, canned, pickled and used as bait.

600,000 CASES OF EGGS NEEDED TO MEET ALLIED DEMANDS

Considerable activity is held eggs is in evidence in an effort to fill the desire of the British trade in the purchase of held eggs for the Allies. Specifications for these eggs were out some time ago and they were so exacting that a number of big operators declined to consider the business because of the inability to secure export cases and help to pack the eggs in such cases. Nearly all the case manufacturers have refused to entertain a proposition because of the condition of the lumber market as well as the scarcity of skilled labor. This week one big concern asked an operator to submit the dimensions of the cases required and it is more than likely that this manufacturer will be able to make up some cases in time for the export trade. All eggs must be shipped before Christmas.

The rumor will not own that about 600,000 cases of eggs are wanted for the Allied Countries. Many operators believe it would be detrimental to America to take that many eggs out of the coolers, which would mean that much less for local consumption. Representatives of the Allied Governments seem anxious to get these eggs and almost daily conferences are being held with these people by men who are in a position to contract or have in hand eggs such as are wanted.

ENFORCE LAW AGAINST HAWKERS

(Continued from page 30)

talking he passed out about fifty cheques to members who had given him long standing accounts to collect. One merchant got \$118 and was told there was more coming. Many merchants got cheques for from \$10 to \$50 which they had long ago given up as lost.

"I gave the secretary \$400 worth of accounts to collect" said one merchant, who received a cheque for \$90. "If anyone had offered me \$25 for the whole lot six months ago I would have been glad to take it."

Buy Victory Bonds

"I never expected to see this \$50," said another member, "so I guess I might as well buy a Victory bond with it and help along a good cause."

By the system of making the members come to the meetings in order to get their cheques, two important ends are served. A good attendance is assured at the meetings and more general interest in the work of the association is fostered. The secretary deducts ten per cent. from his collections to cover the cost of the work. At this week's meeting it was decided to extend the work,

and Crown Attorney Rodd was made an honorary member of the association, and to him will be turned over to handle in the courts any collections which the secretary finds it necessary to take drastic action to collect. Up to the present he has been using a series of three letters, followed by personal appeal. The last letter of the three states that if settlement is not made within a reasonable date that action will be taken.

Will Back It Up

"It is advisable for us to mean what we say," says the secretary. "It is no use telling delinquents that we are going to take action and then not do it. We they will pay up, and even if there are laugh at us. When they realize that we are determined to collect and are ready to take the matter to court if necessary they will pay up, and even if there are a few cases in which we lose out it will have the effect of showing others that we are not going to stand any nonsense. When those who buy goods and do not pay realize that this association in full force stands behind any merchant who is a member they will be less inclined to trifle. We can make this body the means of practically eliminating all undesirable credit. If the merchants will cooperate fully and use the facilities they have they need not sell to any parties who have not paid other members. If merchants who have had trouble will send me the names of those who do not pay and turn over all accounts to me, immediate action will be taken. Other merchants who may be doubtful about a party can call me up at my office, and if there is trouble I can soon let them know and save them any loss."

On Cash Basis

President C. H. Smith, who is one of Windsor's leading dry goods merchants declared that he was refusing credit to all who asked for it and putting his business on an actual cash basis. He instructs his clerks to tell anyone who asks for time that it cannot be granted, as owing to present conditions business demands that he get cash for all he sells.

A baker who is a member of the association is so pleased at the collection work that Mr. Ray has done that at this week's meeting he turned over \$900 worth of accounts to him to collect.

This week's meeting took the form of a banquet and was held in the Chamber of Commerce rooms. More than 200 members were present and a fine programme was thoroughly enjoyed. Rev. E. T. Collins gave an effective address on fire prevention, pointing out the enormous losses and the importance of taking measures to prevent it.

C. E. Parsons, of the MacLean Publishing Co. spoke on the value of the trade papers to the merchants of Canada.

CAPE COD CRANBERRIES.

The crop of Cape Cod cranberries, a well known grade familiar to the Canadian trade, is estimated at 200,000 barrels.

Produce, Provision and Fish Markets

THE MARKETS AT A GLANCE

BUTTER prices show an advance during the week, creamery being up about 1c per pound while dairy butter has jumped from 3 to 5c. The trade as a whole seems quite satisfied that no shortage of creamery will develop, stocks being good and the period of withdrawal of fresh supplies limited.

Eggs show a general advance of about 2c per dozen. Supplies coming to hand are small and access to storage stocks has been necessary to take care of the demand which has kept up at a remarkably good level.

Declines in poultry have been made, ducks, hens, and chickens all dropping from 1 to 2c per pound. Very heavy receipts are reported and dealers indicate that they have been kept on the jump to handle shipments. Sales have been maintained at a good level.

Another fifty cents decline in live hogs has been made for the week in two breaks of twenty-five cents. Sales of dressed meats have been heavy, the call being for very best cuts. Backs and smoked hams are scarce and heavy demand precludes possibilities of an accumulation of supplies for some little time. Prices are very firm and show little change.

Live Hogs Down ; Light Receipts

Montreal.
PROVISIONS.—Packers tried to buy hogs at \$19.25 this week and a few lots were secured at this figure. At \$19.50 the bulk of early offerings went, and the run was light. This was a definite reflection of bad weather conditions prevailing at the week end and on Monday the run was about 500 hogs against 1,000 the week previous. Dressed hogs, too, are a little easier at \$27.50 to \$28.

Cured and cooked meats still sell actively and the prices are steady and unchanged. Bacon is more active than usual, the recent order regarding its use evidently making for a more general use of this popular breakfast food.

Hogs, Dressed—		
Abattoir killed, small	27 50	28 00
Do., heavy, 225-275 lbs.		26 00
Hogs, live	19 25	19 50
Hams—		
Medium, smoked, per lb.—		
(Weights) 16-25 lbs.	0 35	0 36
Large, per lb. (wgh.) 25-35 lbs.	0 32	0 33
Backs—		
Plain	0 43	0 44
Boneless, per lb.	0 46	0 47
Bacon—		
Breakfast, per lb.	0 43½	0 44
Roll, per lb.	0 33½	0 34½
Dry Salt Meats—		
Long clear bacon, ton lots.	0 29	0 29½
Long clear bacon, small lots.	0 29½	0 30
Fat backs, lb.	0 29½	0 30
Cooked Meats—		
Hams, boiled, per lb.	0 53	0 54
Hams, roast, per lb.		0 54
Shoulders, boiled, per lb.		0 46
Shoulders, roast, per lb.		0 48
Barrel Pork—		
Canadian short cut (bbl.)		\$58 00
Clear fat backs (bbl.)		60 00
Short cut clear pork (bbl.)		58 00
Heavy mess pork (bbl.)		55 00
Bean pork (bbl.)		54 00

Quarter of a Cent Advance in Lard

Montreal.
LARD.—An advance of one quarter of a cent. per pound is made for lard. This is in keeping with a firm undertone, and the demand is heavy now. There are ample stocks and the undertone is steadily firm.

Lard, pure—		
Tierces, 400 lbs., per lb.	0 32	
Tubs, 60 lbs.	0 32½	
Pails	0 32¾	
Bricks, 1 lb., per lb.	0 34	

Shortening Firm; None Too Plentiful

Montreal.
SHORTENING.—A very firm undertone surrounds the shortening market and advances are likely to be made. In the meantime the stocks in jobbers hands are none too heavy. This is partly caused by the container situation, it being difficult to procure tins. There is a good demand at full prices.

Shortening—		
Tierces, 400 lbs., per lb.	0 26¼	
Tubs, 50 lbs.	0 26¾	
Pails, 20 lbs., per lb.	0 27	
Bricks, 1 lb., per lb.	0 28	

Margarine Firming, Will Be Higher

Montreal.
MARGARINE.—Advances are likely to be announced in the immediate future for margarine. The demand has much improved and this, and the high cost for various fats used will, jobbers think, make for a revision of prices to higher levels. In the meantime the basis is unchanged as given below.

Margarine—		
Prints, according to		
quality, lb.	0 30	0 32 0 34

Tubs, according to		
quality, lb.	0 29	0 31 0 33

Dairy Butter 44c; Market Rules Firm

Montreal.

BUTTER.—The advance of last week for creamery grade butter is followed this week by an increase for dairy make. This is selling, in prints at 44c and in tubs at 42c. The situation was changed in part at least through the action of the government in commandeering supplies, although the receipts have declined. For the comparative period of May 1 to October 5 the receipts of butter for 1918 show a decline of 58,988 packages over the same period of 1917.

Butter—		
Creamery prints (fresh made)	0 50	
Creamery solids (fresh made)	0 49	
Dairy prints, choice	0 44	
Dairy, in tubs, choice	0 42	

Cheese Advances One to Two Cents

Montreal.

CHEESE.—In view of the action of the Dairy Produce Commission in offering to pay two cents per pound more for what cheese they wanted for overseas, local jobbers' prices advanced in accordance therewith one to two cents per pound. The reflection appeared on country cheese boards too. Receipts of cheese are lighter for the year to date, and from May 1 to date no fewer than 53,384 boxes were received here. The market is very firm and a firm trade is maintained in a jobbing way.

Cheese—		
Large, per lb.	0 26	
Twins, per lb.	0 26½	
Triplets, per lb.	0 26¾	
Stilton, per lb.	0 29	
Fancy, old cheese, per lb.	0 29½	

Egg Market Firm; Sales Heavy

Montreal.

EGGS.—Firmness of undertone, with a decided tendency to advance is characteristic of the egg market this week. Receipts are very small when viewed in the light of demand. Consumption of stocks is steadily maintained, and if the demand keeps up a deep cut will be made in available supplies. Already there is a considerable shortage here of new laid eggs, and storage stocks on October 1 were 20,244 cases short of those held on the same date a year ago. It is expected that prices will shortly advance again.

Eggs—		
New laids	0 60	
Selects	0 63	
No. 1	0 49	
No. 2	0 47	

Best Poultry Firm, Poor Grades Easy

Montreal.

POULTRY.—The best grade of poultry is on a maintained price basis, and if the shippers continue to send in so much

unconditioned stock this will continue. During the past week more poor poultry has found its way to market than usual and this accounts for reports of a lowering price basis all around. One of the leading poultry men in Montreal stated to CANADIAN GROCER that the future market depended upon the grade of poultry shipped in, and that present high prices might be paid for some time unless the farmer fattened his birds before marketing.

	Live	Dressed
Chickens, roast (3-5 lbs.)		\$0 38
Chickens, roast (milk fed)		0 43
Broilers (3-4 lb. pr.)		0 40
DUCKS—		Dressed
Brome Lake	\$0 46	\$0 47
Young Domestic	0 35	0 38
Turkeys (old toms), lb.	0 38	0 40
Turkeys (young)		0 40
Geese		0 30
Old fowls	0 34	0 36

Fresh Pike 10½c; Salmon, Halibut Up

Montreal.

FISH.—Fresh frozen pike is easier and the price down to 10½c this week. Advances are made for B. C. salmon, flounders and halibut. The tendencies are to higher prices for several lines although the week has ruled with somewhat less change in prices than usual. Demand from the consuming trade has been active and supplies are probably in as good shape as could be expected. The demand on haddock and cod is heavy and these lines are not too plentiful, while whitefish is even scarcer. Oysters are figuring more each week in sales.

SMOKED FISH.

Haddies (fresh cured)	0 14	0 16
Haddies, fillet	0 18	0 20
Smoked herrings med.) per box	0 23	0 24
Smoked cod		0 15
Bloaters, per box 60/100	1 50	2 25
Kippers, per box 40/50	2 25	2 50

SALTED AND PICKLED FISH.

Haddock (per bbl.), 200 lbs.	16 00	
Herring (Labrador), per bbl.	14 50	15 00
Herring (Labrador), ½ bbls.	7 50	7 75
Herrings, No. 1 lake (100-lb. keg)		6 00
Salmon (Labrador) per bbl.	27 00	28 00
Do., tierces		38 00
Salmon (B.C. Red)		26 00
Sea Trout, red and pale, per bbl.	20 00	22 00
Sea Trout (½ bbls.)	10 50	13 00
Green Cod, No. 1, per bbl. (med.)		21 00
Green Cod (large bbl.)		22 00
Mackerel, No. 1, per bbl.		32 00
Mackerel (½ bbl.)		16 50
Codfish (skinless), 100-lb. box		16 00
Codfish, 2-lb. blocks (24-lb. case)		0 18
Codfish (skinless), bbls. "Ivory"		
Brand, lb.		0 16
Codfish, boneless, lb. (according to package)	0 16	0 20
Codfish, shredded, 12-lb. box		2 50
Eels, salted	0 11	0 12
Pickled turbot, new, bbls.	16 00	17 00
Do., half barrels	7 50	8 50
Cod, boneless (20-lb. boxes), as to grade	0 14	0 18
Cod, strip (30-lb. boxes)		0 18
Cod, dry (bundles)		16 00

SHRIMPS, LOBSTERS, OYSTERS

Lobsters, medium and large, lb.		0 60
Prawns, lb.		0 40
Shrimps, lb.		0 38
Scallops, per gallon		4 00
Oysters—		
Ordinary, No. 1, gal.	2 75	
Cape Cod shell oysters, bbl.	14 00	16 00
5 gal. (wine) cans		13 75
1 gal. (wine) cans		2 60
3 gal. (wine) cans		7 50
Oyster pails (pints), 100		1 50
Oyster pails (quarts), 100		2 10
Clams, med., bbl.		9 00

FRESH FROZEN SEA FISH

Herring, large sea, lb.	0 09	0 10
Herring, frozen, lake, lb.	0 07	0 09

Halibut	0 23	0 24
Halibut (medium)		0 24
Haddock	0 08	0 09
Mackerel	0 15	0 16
Cod—Toms, bbl.		4 00
Cod Steak, fancy, lb.	0 11	0 12
Salmon, red	0 20	0 23
Salmon, pale	0 15	0 16
Salmon, Gaspe	0 26	0 28
Swordfish	0 21	0 22

FRESH FROZEN LAKE FISH

Pike, lb.	0 10½	0 12
Perch	0 12½	0 13
Whitefish, lb.	0 15	0 16
Whitefish (small)	0 09½	0 12½
Lake trout	0 19	0 20
Eels, lb.		0 12
Doree	0 15	0 16

FRESH FISH

Haddock	0 09	0 10
Steak cod	0 11	0 13
Market cod	0 07	0 08
Carp	0 09	0 10
Dore	0 18	0 20
Lake trout	0 19	0 20
Brook trout		0 45
Pike	0 12	0 13
B.C. Salmon	0 26	0 27
Salmon (Gaspe)	0 27	0 28
Gaspereaux, lb.		0 06
Western Halibut	0 24	0 25
Eastern Halibut (chicken)		0 23
Eastern Halibut (med.)		0 26
Flounders	0 08	0 10
Perch		0 09
Bullheads		0 12
Whitefish	0 19	0 20
Whitefish (small)	0 09½	0 12
Eels		0 15
Mackerel, lb.	0 15	0 16
Smelts, No. 1	0 19	0 20
Smelts, No. 2	0 11	0 12
Smelts, No. 2	0 12	0 13
Shad	0 15	0 16
Swordfish		0 25

Meats Steady; Live Hogs Lower

Toronto.

PROVISIONS.—The market generally on dressed meats is steady with a few slight revisions noticeable in range below. A marked scarcity of hams and backs is reported in some quarters, and in view of present heavy demands little accumulation of stocks is possible. Live hogs declined another 50c to an \$18.75 fed and watered basis this week. The run has been better for the past couple of weeks and will, it is thought, keep up fairly well.

HAMS—		
Medium	0 38	0 39
Large, per lb.	0 34	0 35
BACKS—		
Plain	0 46	0 48
Trimmed, with rib in		0 48
Boneless, per lb.	0 50	0 52
BACON—		
Breakfast, per lb.	0 41	0 46
Roll, per lb.	0 35	0 36
Wiltshire (smoked sides), lb.	0 37½	0 40
Dry Salt Meats—		
Long, clear bacon, av. 50-70, lb.	0 31	0 32
Do., aver. 70-100, lb.		0 30
Fat backs	0 32½	0 34
COOKED MEATS—		
Hams, boiled, per lb.	0 53	0 55
Hams, roast, without dressing, per lb.	0 53	0 55
Shoulders, roast, without dressing, per lb.	0 50	0 52
Barrel Pork—		
Mess pork 200 lbs.	50 00	54 00
Short cut backs, bbl., 100 lbs.	58 00	60 00
Pickled rolls, bbl., 200 lbs.	56 00	61 00
Hogs—		
Dressed, 70-100 lbs. weight		29 00
Live, off cars		19 00
Live, fed and watered		18 75
Live, f.o.b.		18 00

Lard Selling Freely; Very Firm

Toronto.

LARD.—Orders continue to come in freely and the amount runs up to a very satisfactory total. Prices are ruling with a firm undertone but show no change for the week.

Lard, pure, tierces, 400 lbs., lb. \$0 31 \$0 32½
In 60-lb. tubs, ¼-½c higher than tierces;
pails ½-¾c higher than tierces, and 1-lb. prints.
1½-1¾c higher than tierces.

Strength Noted In Shortening; Moving

Toronto.

SHORTENING.—The undertone to the market is very firm though no change in the price is reported. An undercurrent of uncertainty in regard to supplies is felt for the future but as yet there is no scarcity. The demand holds up well.

Shortening, tierces, 400 lbs., lb. \$0 26
In 60-lb. tubs, ¼-½c higher than tierces;
pails, ½-¾c higher than tierces, and 1-lb. prints.
1½-1¾c higher than tierces.

Margarine Sells Freely; Very Firm

Toronto.

MARGARINE.—Sales of margarine show continued improvement although this is attributed so far to just the natural increase in the consumption. The feeling prevails, however, that sales of margarine should show a marked increase owing to the restrictions on the use of creamery butter and the results of this should be manifest in another few days. Prices to the trade show no change during the week, ranging as follows:

Margarine—

1-lb. prints, No. 1	\$0 32	\$0 34
Do., No. 2	0 30	0 32
Do., No. 3	0 27	0 28
Solids, 1c per lb. less than prints.		

Butter Now On Higher Levels

Toronto.

BUTTER.—A general stiffening of butter prices is noticeable this week. Creamery prints are up to 51c to 52c per pound and creamery solids are selling at 51c. A sharp advance has been made in dairy prints, the fresh separator being quoted at 49c to 50c per pound and the No. 1 at 46c. Orders for creamery butter are being confined to storage stocks and it is expected that the demand will reach very heavy proportions.

Creamery prints	0 51	0 52
Creamery solids		0 51
Dairy prints, fresh separator, lb.	0 49	0 50
Dairy prints, No. 1, lb.		0 46

Higher Prices Noted on Eggs

Toronto.

EGGS.—Higher prices have been reached on eggs from one to two cents per dozen during the week. Production has fallen off considerably, and were it not for storage stocks available the demand could not be taken care of. The

range of prices which is now prevailing is given as follows:

Eggs—		
New-laid, in cartons, doz.	0 60	0 65
Do., extras		0 59
Do., No. 1, doz.	0 54	0 55
Storage, No. 1, doz.	0 51	0 52
Splits and No. 2, doz.	0 45	0 47

Cheese Scarce;

Prices Higher

Toronto.

CHEESE—Indications are that cheese is rather scarce. There is a splendid demand in evidence and dealers indicate that this is hard to take care of. Prices have advanced in line with the increase made for purchases on the dairy produce commission account. This amounted to two cents per pound and this is the change made in prices to the retail trade.

Cheese—		
New, large	0 26	0 27
Stilton (new)	0 29	0 30
Twins, $\frac{1}{4}$ lb. higher than large cheese.		
lets $\frac{1}{4}$ lb. higher than large cheese.		

Hens, Chickens

Lower; Heavy Receipts

Toronto.

POULTRY—A decline in buying prices on hens and spring chickens has been made. This amounts to about two cents per pound all around. Dealers indicate that good supplies are coming to hand, in fact they are having some difficulty in taking care of the heavy shipments. The demand from the trade keeps up remarkably well with prices ranging as follows:

Prices paid by commission men at Toronto:		
	Live	Dressed
Ducks	\$....\$0 15	\$....\$....
Ducklings	0 20	0 30
Turkeys	0 18	0 24
Roosters	0 18	0 24
Hens, over 4 lbs.	0 23	0 24
Hens, under 4 lbs.	0 18	0 20
Chickens, Spring, 2 lbs.		
or over	0 24	0 30
Squabs, dozen	4 50	
Prices quoted to retail trade:		
		Dressed
Hens, light	0 30	0 34
Do., heavy		0 37
Chickens, spring	0 35	0 42
Ducklings	0 30	0 33
Turkeys	0 36	0 40

Fish Coming In

Freely; Trout Down

Toronto.

FISH—Supplies of both fresh and frozen fish show decided improvement during the week. Dealers indicate that they will have ample to meet the full requirements of the trade. A decline in fresh lake trout has taken place amounting to 1c per pound. A wide range of prices in herring is provided for from \$1.75 to \$2.75 per box. The full range of fish now available with quotations now being offered to the trade are as follows:

FRESH SEA FISH		
Brills, dressed, lb.	0 10	0 11
Cod Steak, lb.	0 10	0 12
Do., market, lb.	0 09	0 10
Do., Scrod, lb.	0 08	0 08 $\frac{1}{2}$
Flounders, lb.	0 08	0 11
Flukes		0 15
Gasnereau, lb.	0 08	0 08 $\frac{1}{2}$
Halibut, medium, lb.	0 22 $\frac{1}{2}$	0 23
Do., chicken, lb.	0 21 $\frac{1}{2}$	0 22
Do., large	0 21 $\frac{1}{2}$	0 22
Haddock, heads on, lb.	0 09	0 10
Do., headless, lb.	0 10 $\frac{1}{2}$	0 11

Do., Scrod, lb.	0 08	0 08 $\frac{1}{2}$
Herring, lb.	0 08	0 09
Mackerel, lb.	0 14	0 16
Plaice, dressed, lb.	0 10	0 11
Smelts, lb.	0 15	0 15 $\frac{1}{2}$
Tomcods, lb.	0 05	0 05 $\frac{1}{2}$

FRESH LAKE FISH

Herring, dressed, lb.	0 11	0 12 $\frac{1}{2}$
Trout, lb.	0 15	0 16
Whitefish, lb.	0 16	0 17

SMOKED FISH

Bloaters, 50 Count, box	2 25	
Ciscos, lb.	0 18	
Haddies, box	2 50	
Do., filets, lb.	0 17	0 18
Do., Finnian, lb.	0 15	0 15
Herring, Kippered, box	1 75	2 75
Shrimps, can	1 75	

FROZEN SEA FISH

Cod Steak, lb.	0 09 $\frac{1}{2}$	0 10
Do., market, lb.	0 08 $\frac{1}{2}$	0 09
Flat Fish, B.C., lb.	0 10	0 11
Haddock, lb.	0 08 $\frac{1}{2}$	0 09
Halibut, lb.	0 22 $\frac{1}{2}$	0 23
Mackerel, lb.		0 15
Halibut, lb.	0 22	0 23
Salmon, Cohoe, lb.	0 20	0 21
Do., Qualla, lb.	0 14	0 15
Do., Red Spring, lb.	0 24	0 25

FROZEN LAKE FISH

Mullets, lb.	0 06	0 06 $\frac{1}{2}$
Pike, round, lb.	0 09	0 09 $\frac{1}{2}$
Tulibeas, lb.	0 09	0 09 $\frac{1}{2}$
Whitefish, lb.	0 15	0 15 $\frac{1}{2}$

DRY AND PICKLED FISH

Cod, Acadia Strip, box	\$6 00	
Do., Halifax Shredded, box	2 20	
Herring, Labrador, bbl.	14 00	
Do., Do., keg	7 25	
Do., Do., No. 4 size	5 60	
Do., Do., No. 2 size	2 90	
Imperial, 25 lbs., loose, lb.	0 13	
Quail on Toast, 24 1-lb. tablets, lb.	0 14	
Shrimps, headless, No. 1 size, tin	1 50	
Do., Do., No. 3 size, tin	4 20	
Skinless Fish, 50s & 100s, lb.	0 15	
Sea Trout, keg	12 00	
OYSTERS, No. 3 size package	8 85	
Do., No. 5 size package	14 50	
Do., per gallon	3 10	

Flour Moving

Fairly Well

Toronto.

FLOUR—Milling of new wheat is proceeding satisfactorily though some delay in shipments is reported. It is indicated that comparatively little is coming lake and rail as formerly, all rail seeming to be the routing given wheat. Sales are very good and trade requirements are being met.

FLOUR

Government Standard, 74% Extraction.	
Manitoba Wheat Flour, in carload shipments, on track, bbl.	\$11 50

Mill Feeds

Moving Out

Toronto.

MILL FEEDS—Mill feeds moving into consumptive channels as quickly as available. No change in price is noted.

MILL FEEDS—

	In carlots, track
Bran, per ton	\$37 00
Shorts, per ton	42 00

Barley Declines;

Other Items Changed

Toronto.

CEREALS—A decline of 50c in both pearl and pot barley has been made in some quarters this week, making price on 98's \$6.50 and \$5.00 respectively. Golden cornmeal is at \$5.50 and pearl hominy, 98's at \$6.00. Other lines are unchanged and full range of quotations follows:

	Single Bag Lots	F.o.b. Toronto
Barley, pearl, 98s	6 50	7 00
Barley, pot, 98s	5 00	6 00
Barley Flour, 98s	6 50	6 75
Buckwheat Flour, 98s		
Cornmeal, Golden, 98s	5 50	6 50
Do., fancy yellow, 98s	5 00	5 40
Corn flour, white, bbl.	11 00	11 15
Do., Government standard, bbl.	10 00	10 15
Graham flour, 98s	6 00	7 00
Hominy grits, 98s	6 25	6 60
Hominy, pearl, 98s	6 00	6 60
Rolled oats, 90s	5 25	5 50
Oatmeal, 98s	5 80	6 50
Potato Flour, lb.		0 18
Oat Flour		6 20
Rolled wheat, 100-lb. bbl.	6 75	7 00
Rice Flour, per 100 lbs.	9 50	12 00
Rye Flour, 98s	7 25	7 75
Peas, split	8 50	9 00
Blue peas	0 11	0 15

Above prices give range of quotations to the retail trade.

SUGAR PRICES IN OTHER LANDS

The total sugar consumption in the United States for the fiscal year 1917-18 was 8,218,582,000 pounds. In Great Britain the total consumption for 1916 amounted to 3,131,198,000 pounds. In France for the same period it was 1,141,242,000 pounds; in Italy, 553,906,000 pounds; while in Canada for the year ending March 31, 1917, the total amount of sugar consumed was 704,400,000 pounds.

The wholesale cost of sugar per 100 pounds on May 1st was \$8.07 in Canada, \$12.59 in England, \$12.28 in France, and \$26.30 in Italy, as compared with \$7.30 in the U. S. The average wholesale cost per 100 pounds in the allied countries was \$12.52 $\frac{1}{4}$; so that if the United States had paid the same price for sugar as that paid by the allied countries, our national sugar bill would have been increased by \$429,419,864.50.

In Sweden sugar is now selling at 14 cents a pound, Spain at 19 cents, Brazil at 25 cents, Portugal at 21.4 cents, and India at 14 cents.

UNITED STATES SETS LIMIT OF PROFIT ON POULTRY AND EGGS

The United States Food Administration has set a very definite limit of profit in eggs and poultry; the limitations are as follows:

"On sales by original packers and storers to wholesale dealers not more than 6 per cent.; to jobbers or suppliers of hotels and institutions, not more than 10 per cent.; to retailers in original packages at market, not more than 11 per cent.; on eggs candled after removal from storage, not more than 16 per cent.; to hotels and institutions on eggs candled after removal from cold storage, not more than 10 per cent."

With reference to candled eggs the ruling is: "In selling candled eggs the actual net candling loss may be included in the cost, but the expense of labor and materials in candling and all repacking expenses cannot be so included."

"On storage poultry on sales by original packers to wholesalers not more than 6 per cent. profit; to jobbers or suppliers of hotels, etc., not more than 11 per cent. profit; and to retailers not more than 16 per cent. profit."



Have No Hesitation in choosing 'Bluenose' Butter

it always opens up in excellent shape, and its quality and flavor are remarkably fine. Taste "Bluenose" yourself! Then you'll feel more enthusiastic about it. Order from your grocer.

SOLE PACKERS.

SMITH & PROCTOR - HALIFAX, N.S.

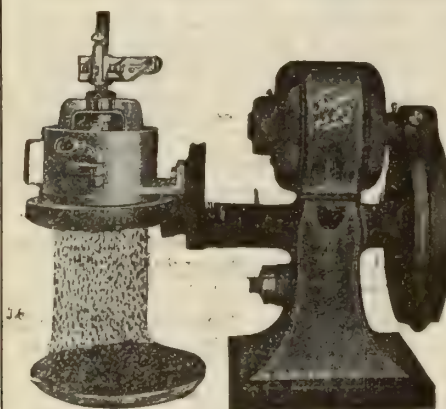
**SMITH
AND
PROCTOR**

SOLE PACKERS

Halifax . N.S.

WIN THE WAR By Saving Everything

How About Your Scrap Bone?



Don't kick at the high price of eggs. It's not her fault; feed her **Ground Bone** and she's got to lay 'em.

How about a machine?

Write for catalogue and price list on these machines. All styles.

The W. A. Freeman Co., Limited
HAMILTON, ONT.

TORONTO—114 York Street, near King
MONTREAL—16 Notre Dame St. E. Uptown 8547



*A Real
Egg Substitute*

RELEG

Pronounce "REAL EGG".

*Show Her How to Save Money
By Using "RELEG"*

"Releg" will give her 100% satisfaction in her baking at a mere fraction of the cost of eggs.

A three-quarter teaspoonful of "Releg" dissolved in a tablespoonful of hot water is equal to one egg for baking purposes. Keep "Releg" well displayed in your store and recommend it.

Once used always used.

Just Order Some and Try it for Yourself

RELEG COMPANY, Regd.
34 King Street, Quebec, Canada

AGENTS: Logg & Sons & Co., Toronto—Angevine & McLaughlin, St. John, N.B.—W. H. Escott Co., Ltd., Winnipeg, Canada

Furnivall's

FINE
FRUIT
PURE JAM

AGENTS:—Ontario—MacLaren Imperial Cheese Co., Ltd., Toronto, H. J. Sykes, 736 Elgin St., Ottawa, Ont. Montreal—George Hodge & Sons, Limited, St. John, N.B.—MacLaren Imperial Cheese Co. Halifax, N.S.—MacLaren Imperial Cheese Co. Sydney, N.S.—A. E. Sheppard. Hamilton—R. M. Griffith. Calgary, Alta.—MacLaren Imperial Cheese Co., Ltd. Edmonton, Alta.—MacLaren Imperial Cheese Co., Ltd. Saskatoon—The H. L. Perry Co., Ltd. Manitoba—The H. L. Perry Co., Ltd., Winnipeg.

Factors which have made Furnivall's the favorite jams of critical people are the using of fresh-gathered, sun-ripened fruits of perfect quality, the use of pure cane sugar and the sanitary and hygienic factory conditions.

Housewives prefer Furnivall's and come back for it after a first purchase.

FURNIVALL-NEW, Limited
Hamilton, Canada

Canada Food Board License No. 14-167



***Here's a popular line for the Present Season
—a product that EVERYBODY likes!***

MAKES you hungry to look at it—doesn't it? And it tastes every bit as good as it looks. A few thin slices with fresh vegetable salad make a light, appetizing repast—and it's equally good for sandwiches.

Davies Quality Bologna is prepared in our own sanitary kitchens from choice pork and beef—tastily seasoned—then smoked over hardwood fires. *It contains no artificial coloring of any kind.*

Moderately priced, too. Each sausage weighs from five to eight pounds.

If you want to feature a good, quick selling line on your provision counter—order *Davies Bologna* and see how well it takes with your customers.

Other excellent lines include *Davies Ham Bologna*—*Davies "Lakeside" Bologna*—*Davies Belforts*—*Davies Wieners*—all *quality* products, and dandy sellers.

Our Traveller will take your order—or we shall be pleased to have you drop us a postal card.

THE **DAVIES** COMPANY
WILLIAM LIMITED

MONTREAL

TORONTO

HAMILTON

Canada Food Board Packer's License No. 13-50

**Fresh
Smoked
Dried**

FISH

**Frozen
Pickled
Salted**

The trade, only, supplied

We operate the largest modern cold storage and fish handling plant in Eastern Canada.

Leonard Fisheries Limited

Successors to Leonard Bros., Matthews & Scott, A. Wilson & Son

Producers, Packers, Distributors

Branches:

Port Hawkesbury, N.S.
Queensport, N.S.
Canso, N.S.
Halifax, N.S.

Steam Trawler Owners

HEAD OFFICE:

MONTREAL

Branches:

Eastern Harbour, N.S.
North Sydney, N.S.
Grand River, Que.
St. John, N.B.

Canada Food Board Licenses 1-018-19-20-21-22-23-24-25-26-1153

\$1 FOR A MAN

Perhaps you want a good man for your office, or store, or warehouse, or for the "road?" Would you pay \$1 to find a good man? Sure you would.

WHAT are you doing about it? We suggest that you advertise in CANADIAN GROCER—condensed advertisement, 2 cents a word. Make the advertisement brief as a telegram; but make it explicit. Tell all the other man wants to know—except your identity in the first instance. Use a box number to hide this.

Some man somewhere would like, probably, to tie up with you,—if your proposition is good. At the same time good men are scarce—very scarce. So you'll have to do some bidding.

This means—keep on repeating the insertion of your advertisement—"until forbid."

It's reasonable to keep on. Hunting for a hard thing to find usually requires a long search. All CANADIAN GROCER can do is to put your advertisement in 5,300 places where men of the type you may want are likely to be found. We can't make men reply to advertisements—any more than the postman can make people to whom he delivers letters reply to them. We're pretty much like the postman.

But we go to 5,300 and more likely places—remember that. No other single newspaper in the world gets into 5,000 Canadian grocery houses. So if you are in dead earnest about finding a man use CANADIAN GROCER. Rates—two cents per word first insertion and one cent per word each subsequent insertion, with five cents extra per insertion when replies are to be sent to Box No. in our care. Address:

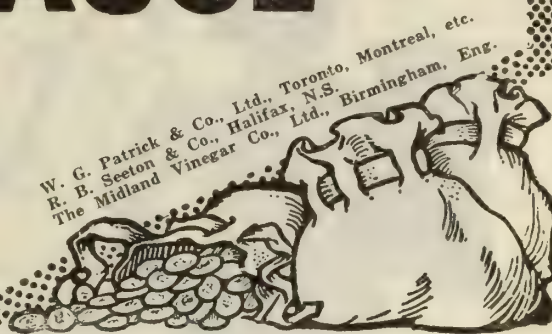
CANADIAN GROCER WANT ADS.

153 UNIVERSITY AVENUE, TORONTO

H.P. SAUCE

Sells by Merit

Our world-wide advertising helps the sales—every advertisement brings customers **for the first time**—but it's the merits of H.P. Sauce which makes its sales progressive.



P. E. I. PRODUCE

We solicit your enquiries for

POTATOES
FULL COOKED DINNERS
SEED POTATOES
P. E. I. CLAMS

Carvell Bros.

Wholesale Grocers and Produce Merchants
CHARLOTTETOWN - - P. E. I.

OYSTERS AND FISH

Get in touch with me for

XXX Oysters
Smelts
Frozen Herring
Frozen Mackerel

Fish is the food of the moment.

EMILE PATUREL

SHEDIAC, N.B.

License No. 1-748.

Dole Bros. Hops & Malt Co.

BOSTON, MASS., U.S.A.

"SUPERIOR" BRAND HOPS

FOR FAMILY TRADE

They are carefully selected and packed for the Canadian trade, in cases of 10, 15 or 30 lbs. each, containing $\frac{1}{4}$, $\frac{1}{2}$ or 1-lb. packets.

R. E. BOYD & COMPANY

Agents for the Province of Quebec

15 STE. THERESE ST. - - MONTREAL

DONALD H. BAIN CO.

AGENTS FOR THE CANADIAN NORTH-WEST

We always have a few carloads of

2's and 2½'s

CANNING SHOOKS

ON HAND

Write or wire for prices.

W.C. Edwards & Co., Limited

OTTAWA, ONTARIO

20% RICE FLOUR

in home-made bread and cooking will immensely improve the quality---try it.

MOUNT ROYAL MILLING & MANUFACTURING CO., LIMITED

Agents:

D. W. ROSS CO., MONTREAL

Mills at:

MONTREAL AND VICTORIA



The Purity Kid.

Using Oats To Save Flour

is no hardship for the housewife or any of the family. Purity Oats are high in food value, reasonable in cost, and dependable in the baking.

PURITY OATS

should not be confused with ordinary rolled oats. PURITY OATS are carefully milled from the world famous Alberta Oats—the finest in flavor and richest in nutriment.

As a substitute for wheat flour or for porridge, PURITY OATS deserve the grocers' strongest recommendation.

Western Canada Flour Mills Co., Limited

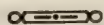
Toronto, Winnipeg, Calgary, Brandon, Edmonton, Vancouver, New Westminster, Victoria, Nanaimo, Prince Rupert, Nelson, Rossland, Goderich, Ottawa, Montreal and St. John, N.B.

WETHEY'S

Mince Meats

(both Condensed and Bulk)

always lead



*When buying
insist
on this brand*

Canada Food Board License No. 14-128

The VINEGAR SEASON

IS ON

We make all strengths
in both Spirit and Cider

Write us for prices.

Taylor & Pringle Co., Ltd.
Owen Sound, Ont.

Canada Food Board License No. 14-153

If any advertisement interests you, tear it out now and place with letters to be answered.

KING GEORGE'S NAVY

**CHEWING
TOBACCO**

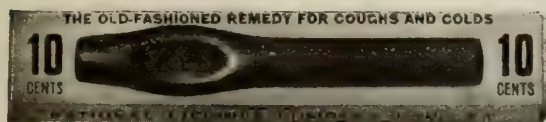
The men of your town who look for and appreciate a chewing tobacco that is unquestionably superior will find their anticipations fully met by the splendid texture and flavor of King George's Navy.

No good grocer can afford to omit this popular line from his tobacco stocks.



Rock City Tobacco Co., Ltd.

Y & S STICK LICORICE in 10c Cartons



Everything in Licorice for all
Industries using
LICORICE
in any form.

Made in Canada by

National Licorice Company
MONTREAL



Keep *Sani-Flush*
before the eyes of
your customers.
Many of them have
been convinced by
the manufacturer's
advertising that
they need

Sani-Flush

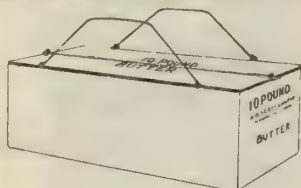
They will buy it as soon as you let
them know you handle it.

Harold F. Ritchie & Co., Limited
10-12 McCaul Street, Toronto, Ont.

MR. GROCER

Here's a Butter Box

with a real idea
back of it!



Convenient — Collapsible—
Secure. Just such a con-
tainer as farmers, motor-
ists and visitors to the
country will thoroughly ap-
prove of.
Can be had in the following
sizes: 3, 5, 10, 20, 30 and
45 lb. sizes.
You can win good extra
business and extra profits
by showing a little display
of these Butter Boxes in
your store.

Write for quotations.

A. B. SCOTT, LIMITED
NIAGARA FALLS, CANADA



"McCASKEY" Account Systems

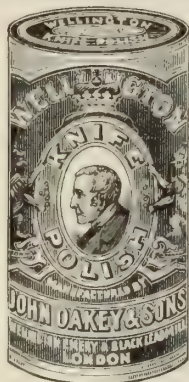
For Every Business.

Send for booklet—

"A Credit Plan that Works."

McCasky Systems
Limited

245 Carlaw Ave., - Toronto



Oakey's "WELLINGTON" KNIFE POLISH

The original and only reliable prepara-
tion for Cleaning and Polishing Cutlery,
etc.

John Oakey & Sons, Ltd.

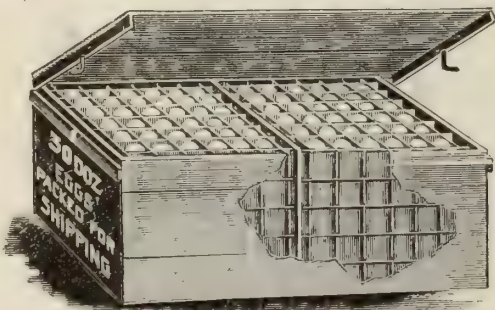
Manufacturers of Emery Cloth,
Black Lead, Glass Paper, &c.

LONDON, S.E., ENGLAND

AGENTS:

Geo. B. Jenkinson, 43 Queen St. East,
Toronto, and J. E. Huxley & Co., 220
McDermid St., Winnipeg.

THE MILLER BROS. CO., LIMITED



Manufacturers of

White pulp egg case fillers and extra flats in standard and
extra large sizes for 12 and 30 dozen egg crates.

20-38 DOWD STREET, - MONTREAL, CANADA

QUOTATIONS FOR PROPRIETARY ARTICLES

SPACE IN THIS DEPARTMENT IS \$65
PER INCH PER YEAR

BAKING POWDER ROYAL BAKING POWDER

Size	Less than 10-case lots Per doz.
Dime	\$ 1 15
4-oz.	1 65
6-oz.	2 45
8-oz.	3 10
12-oz.	4 65
16-oz.	5 90
2 1/2-lb.	14 60
5-lb.	27 35

F.O.B. Montreal, or F.O.B. job-
bers' point, subject to jobbers'
regular terms. Lots of 10 cases
and over, less 2% discount; 1%
barrel discount will be allowed when
packed in barrels. Barrels contain
15 cases assorted sizes.

JAMS

DOMINION CANNERS, LTD.
"Aylmer" Pure Jams and Jellies.
Guaranteed Fresh Fruit and
Pure Sugar Only.

Screw Vac top Glass Jars, 16 oz. glass, 2 doz. case.	Per doz.
Blackberry	\$3 00
Currant, Black	3 20
Plum	2 90
Pear	2 90
Peach	2 90
Raspberry, Red	3 30
Raspberry and Red Currant..	3 00

DOMINION CANNERS, LTD.

CATSUPS—In Glass Bottles

	Per doz.
1/2 Pts., Delhi Epicure	\$1 75
1/2 Pts., Red Seal, screw tops 1 40	
Pts., Delhi Epicure	2 75
Pts., Red Seal	1 90
Qts., Red Seal	2 85
Qts., Lynn Valley	2 75

BAKED BEANS WITH PORK

Brands—Canada First, Simcoe,
Quaker.

	Per doz.
Individual Baked Beans, Plain 85s, or with Sauce, 4 doz. to case	\$0 95
1's Baked Beans, Flat, Plain, 4 doz. to case	1 15
1's Baked Beans, Flat, Tom. Sauce, 4 doz. to case	1 25
1's Baked Beans, Tall, Tomato or Chili Sauce, 4 doz. to case 1 35	
1 1/2's (20-oz.) Plain, per doz. 1 65	
Tomato or Chili Sauce	1 90
2's Baked Beans, Plain, 2 doz. to case	1 95
2's Baked Beans, Tom. Sauce, tall, 2 doz. to case	2 30
2's Baked Beans, Chili Sauce, tall, 2 doz. to case	2 30
1 1/2's Tall, Plain, per doz. ... 2 75	
Tomato or Chili Sauce	3 20
Family, Plain, \$2.35 doz.; Family, Tomato Sauce, \$2.80 doz.; Family, Chili Sauce, \$2.80 doz. The above 2 doz. to case, 10's 1/2 doz. per case: Chili and Tomato Sauce, for hotel and restaurant use (gals.) \$12: plain, \$10.	

"AYLMER" PURE ORANGE MARMALADE

	Per doz.
Tumblers. Vacuum Top, 2 doz. in case	\$1 90
12-oz. Glass, Screw Top, 2 doz. in case	2 25
16-oz. Glass, Screw Top, 2 doz. in case	2 75
16-oz. Glass, Tall, Vacuum, 2 doz. in case	2 75
2's Tin, 2 doz. per case	3 90
4's Tin, 12 pails in crate, per pail	0 68

5's Tin, 8 pails in crate, per pail	0 34
7's Tin or Wood, 6 pails in crate	1 15
7's Tin or Wood, 4 pails in crate, per lb.	0 16
30's Tin or Wood, one pail crate, per lb.	0 16

BLUE

Keen's Oxford, per lb.	\$0 22
In cases 12—12 lb. boxes to case	0 21 1/2

COCOA AND CHOCOLATE

THE COWAN CO., LTD.

COCOA—	
Perfection Cocoa, lbs., 1 & 2 doz. in box, per doz.	\$4 60
Perfection, 1/2-lb. tins, doz. ...	2 45
Perfection, 1/4-lb. tins, doz. ...	1 35
Perfection, 10c size, doz.	0 95
Perfection, 5-lb. tins, per lb. ...	0 37
Supreme Breakfast Cocoa, 1/2- lb. jars, 1 & 2 doz. in box, doz.	2 75

(Unsweetened Chocolate)

Supreme Chocolate, 12-lb. box- es, per lb.	0 36
Supreme Chocolate, 10c size, 2 doz. in box, per box ...	1 80
Perfection chocolate, 10c size, 2 doz. in box, per doz.	0 90

SWEET CHOCOLATE— Per lb.

Eagle Chocolate, 1/2s, 6-lb. boxes 28 boxes in case	0 33
Diamond Chocolate, 1/4s, 6 and 12-lb. boxes, 144 lbs. in case	0 35
Diamond Chocolate, 8s, 6 and 12-lb. boxes, 144 lbs. in case	0 35
Diamond Chocolate, 7s, 6 and 12-lb. boxes, 144 lbs. in case	0 34
Diamond Chocolate, 7s, 4-lb. boxes, 50 boxes in case, per box	1 35

CHOCOLATE CONFECTIONS

Maple Buds, 5-lb. boxes, 30 boxes in case, per lb.	0 42
Milk Medallions, 5-lb. boxes in case, per lb.	0 42
Chocolate Ginger, 5-lb. boxes, 30 boxes in case, per lb.	0 45
Crystallized Ginger, 5-lb. boxes, 30 boxes in case, per lb.	0 45

6c. LINES

Toronto Prices

	Per box
Filbert Nut Bars, 24 in box, 60 boxes in case	\$1 05
Almond Nut Bars, 24 in box, 50 boxes in case	1 05
Puffed Rice Bars, 24 in box, 50 boxes in case	1.05
Ginger Bars, 24 in box, 50 boxes in case	1 05
Fruit Bars, 24 in box, 50 boxes in case	1 05
Active Service Bars, 24 in box, 50 boxes in case	1 05
Victory Bar, 24 in box, 60 boxes in case	1 05
Queen's Dessert Bar, 24 in box, 60 boxes in case	1 05
Regal Milk Chocolate Bar, 24 in box, 50 boxes in case..	1 05
Royal Milk Cakes, 24 in box, 50 boxes in case	1 05
Maple Buds, 6c display boxes, 6c pyramid packages, 6c glassine envelopes, 4 doz in box	2 00

10c LINES

Maple Buds, 10c, 1 doz. in box, 50 boxes in case, per doz. ...	\$0 95
Medallions, 10c, 1 doz in box, 50 boxes in case, per doz. ...	0 95

National Efficiency

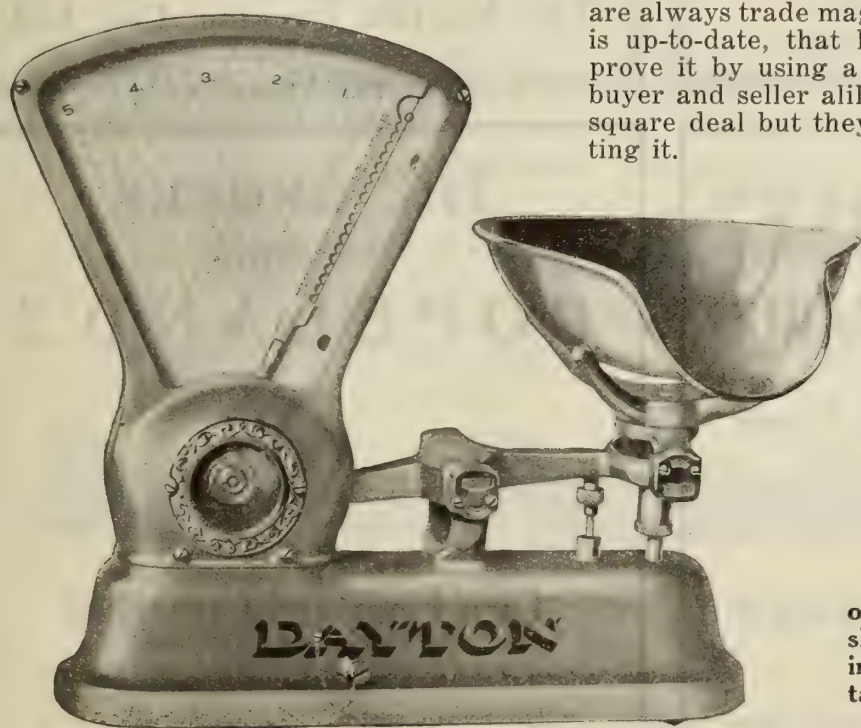
Will get a big boost when every grocer learns to run his business so as to get every cent of legitimate profit out of it.

The man who gives away goods in overweight, or loses time and often money, too, in making intricate price calculations is not heading towards efficiency.

The man who uses a Dayton Automatic Scale is building his business on a solid rock. He's safeguarding it at the vital point—just where his goods are turned into money.

He is using a machine of wonderful construction—the finest piece of machinery ever built or used for weighing purposes. Its weighing is perfect to a hairs-weight. Its price calculations are immediate and accurate to a fraction. The public have come to know these things just as well as you or we do—that's why

Dayton Automatic Scales



are always trade magnets. They show that the owner is up-to-date, that he's honest and he's willing to prove it by using a scale that is absolutely fair to buyer and seller alike. The public not only want a square deal but they want to see that they are getting it.

This Illustration Shows

Dayton Computing Candy and Spice Scale No. 167. It computes to full capacity, 5 lbs. Range of prices, 10c to \$1 per lb. Standard finishes: Turquoise, Blue or Gold. Nickel finish extra. Agate bearings. Scoop or Glass Platform. Equipped with rubber feet for glass show case use. Made entirely in Canada.

Let us send you—now—a copy of our latest Illustrated Catalogue showing the many Daytons awaiting your choice. There is certainly one for your business.

DAYTON AUTOMATIC SCALES

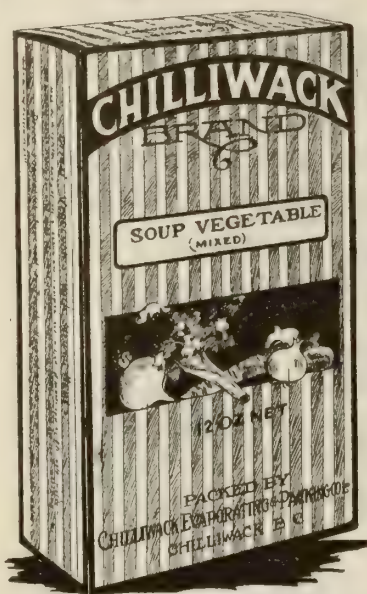
ROYCE AND CAMPBELL AVENUES

TORONTO, ONTARIO

FRANK E MUTTON, Vice-President and General Manager

Division International Business Machines Co., Limited, also makers of International Time Recorders and Hollerith Electric Tabulators.

A Vegetable Garden the Year round



Julienne is a mixture of evaporated potatoes, carrots, turnips, onions, peas and beans. Can be used for vegetable soup or for boiled vegetable dinners.

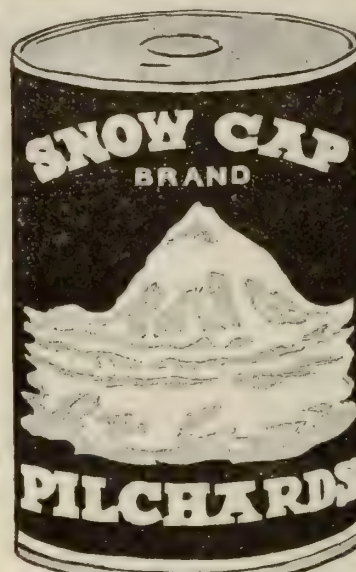
This will be a big seller in your town as soon as the fresh vegetables are done. It has the same flavor as fresh picked garden vegetables — but there is no waste.

Ask your jobber for Chilliwick Brand.

**CHILLIWACK EVAPORATING
& PACKING COMPANY**

415 Dominion Bank Bldg., Vancouver

Salmon Commandeered



**SNOW CAP
BRAND
PILCHARDS**

are more delicious than

SOCKEYE

and are less than half the price.

For Salads and Sandwiches

*They are More
of a Dainty
Than Tuna
Fish*

**"Snow
Cap"**

is Hand Packed
by

Packed in 1 lb. Talls
and 1-2 lb. Flats
Sold by Your Jobber

The Nootka Packing Co., Ltd.
NOOTKA, B.C.

"PRIMROSE" PILCHARDS



*Strictly Prime
Quality*

Ocean Caught

Packed Only By Hand

Rich in flavor, and high
in food value.

Defiance Packing Co., Ltd.
Head Office: VANCOUVER, B.C.

Canneries at West Vancouver and Port
Renfrew, B.C.

Sales Agents: Balfour, Guthrie & Co.
Vancouver, B.C.

THE GROCER handling COPELAND'S



Diamond C Brands

Corn Flour and Corn Meal

has a product he can recommend
with every confidence of having a
satisfied customer.

Milled from the highest grade American
Corn.

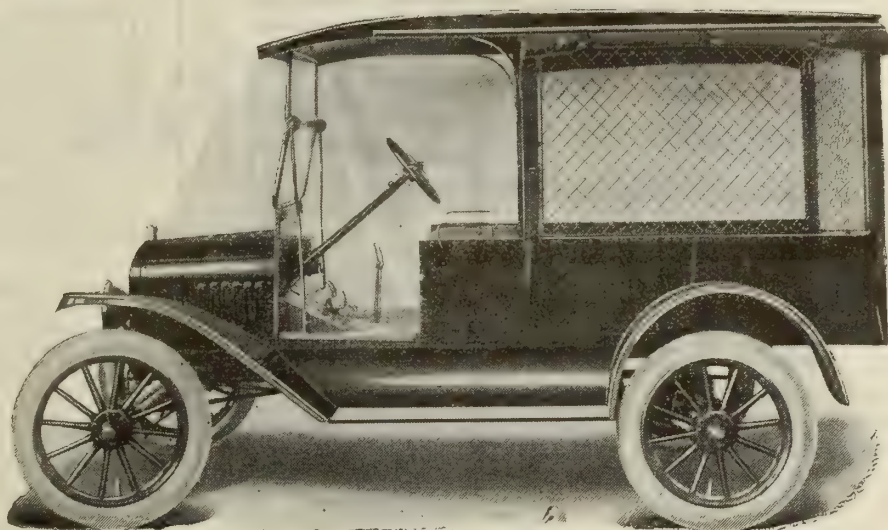
G. COPELAND & SONS

MIDLAND and PENETANG, ONT.

HEAD OFFICE, MIDLAND

Canada Food Board Licenses 123, 9-382, 3-874

Put the Right Kind of Body On Your Motor Delivery Chassis



This Style with Rear Screen—\$143.00

Four Standard Styles of Bodies Interchangeable on Same Base Unit Body

Have Some Style About Your Delivery

Poor Delivery Service loses more
Trade than any other single fault
in the average storekeeper's system

Perhaps you have long pondered the question: "How can I improve my delivery?" Here's the answer: Put a Babcock body on the chassis of your motor car.

Babcock Commercial Bodies

are very handsome in appearance, are constructed of steel skeleton framework, rendering them *rigid, strong and durable*. If there is no agent representing us in your town, please write us direct for prices and particulars. Babcock bodies are easy to put on—no expert assistance required. Parts all fit perfectly by actual test before shipping.

WRITE TO-DAY—YOU GET OUR REPLY TO-MORROW.

Illustrated Literature on Request

CARRIAGE FACTORIES, LTD.

HEAD OFFICES:
Excelsior Life Building, Toronto

SALES OFFICES:
Montreal, Toronto, Winnipeg

If any advertisement interests you, tear it out now and place with letters to be answered.

Looking for a Man?

Look for him where he should be found—in employment in the grocery business, the business you yourself are in.

Advertise to get him. Use a small classified advertisement, to cost you 2 cents a word. Put this low-priced advertisement in CANADIAN GROCER—the paper read by grocers and their men. Somewhere is the man good for you to have. You may not be able to attract him readily from his present place. On the other hand, he may be looking for you. But fish for him. Cast again and again. The best men are hardest to get.

What is a dollar or two spent on finding the man you want—if you get him?

Narrow your search. Use the newspaper that searches out for you among those where he is likely to be found.

Make your advertisement brief—like a telegram.

We provide a box number, if you want your identity concealed. And forward replies, of course.

Rates.—Two cents per word first insertion and 1 cent per word each subsequent insertion. Five cents extra per insertion if replies are to be sent to box number in our care.

Canadian Grocer
143-153 University Ave.
Toronto

X-X-X PHOSPHATE CREAM TARTAR

Formerly only sold in Bulk,
NOW offered to the Grocery
Trade in Five and Ten Pound
Cartons.

To avoid unsatisfactory substitutes
look for this label on the package.
Insist on the Genuine X-X-X.



Order from your Wholesaler,
or direct from

The Jones Packing & Provision Co.
(Chemical Department) Limited
SMITH'S FALLS, ONTARIO

Apples

Let us look after your
requirements. We
handle the Famous

GEORGIAN BAY

BRAND APPLES

Fine, sound fruit that
will be appreciated by
every customer.

We invite correspondence.

LEMON BROS.
OWEN SOUND, ONTARIO

Serious Shortage of Hydro Power in Ontario

THROUGH a sudden reduction of power delivered under the Hydro-Electric system last week industry was heavily handicapped, and as a result manufacturers and domestic consumers in Toronto and other centres are making strenuous protest. The outlook is that the situation may become even worse as the autumnal load increases, and winter difficulties have to be faced. What is being done in the interests of better hydro-service, and what must be done quickly, are subjects treated in a vigorous article on the matter in THE FINANCIAL POST, dated Oct. 5th. Send for a copy.

Shell Industry Will Keep Up

THE POST also tells in a strong, concise article reasons why the Canadian shell-making industry may be expected to keep up to full earning power for a considerable time yet, though war news is so much better of late. This is an encouraging article. Read it in THE FINANCIAL POST dated Oct. 5th. Send for a copy.

Sulphur Queen a German Canadian

FRIEDA FRASCH was her name. She owns the Louisiana Sulphur Mines which her father developed, and which furnish the world's supply of sulphur. Her dad was Saxon, not Prussian, and had a heart as well as business ability. Now she is Mrs. —, but read the fascinating story of the sulphur industry and its wealth in THE FINANCIAL POST for Oct. 5th. Send for a copy.

Other Contents of This Issue

ONLY a few leading items in the contents list of THE POST for Oct. 5th are mentioned here, but every item in THE POST is well worth your attention. Pick out your interests amongst these subjects. They are all in the Oct. 5th issue of THE POST. Send for a copy.

Developments Follow Fast in Paper Industry.

Regulations re Butter and Grain Agitate West.

Operating Costs Are Depressing Railway Profits.

Root Evil of Farm Loan is Emphasized. The Problems of East and West—National Policy.

Butter Supply Commandeered.

Railway Boards' Strange Attitude as to Dividends.

Steps Taken to Insure Increase of 'Phone Rates.

How National Efficiency is Being Sapped. Strict Economy to Save Fuel Supply.

News of Canadian Securities—Latest Facts. Germany's Developing Financial Difficulties.

New Bond System Will Mean Work for the Banks.

National Cheque Collecting System Advocated.

Hamilton Will Have Large Size Overdraft.

As mentioned, these items are only a few out of many valuable and interesting subjects clearly and concisely dealt with in THE FINANCIAL POST dated October 5th. Send for a copy.

The MacLean Publishing Co.,
153 University Ave., Toronto.

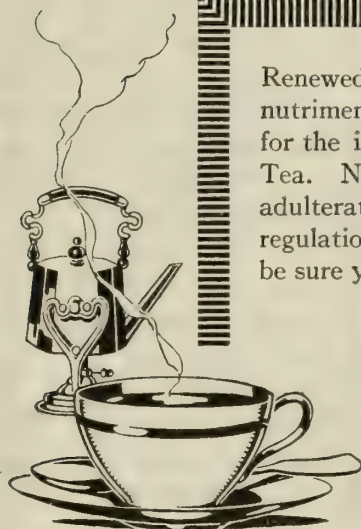
Send me a sample copy of THE FINANCIAL POST. I am interested in.....

Name

Address

C.G. 10A

JAPAN TEA



Renewed vigor in the hour of fatigue, nutriment for the strong and health for the ill are in each cup of Japan Tea. Natural purity and absence of adulteration are Japanese Government regulations. Drink Japan Tea and be sure your tea is pure.

*"Tea tempers the spirit,
awakens thought and
refreshes the body."*

14

The growth of the demand for Japan Tea is not due entirely to the aggressive way in which we advertise it to the consumer, but rather to a combination of such publicity and its own superior quality.

First users of Japan Tea invariably become regular users. Suggest it to your particular customers.



Every woman is a Klim prospect

Practically every woman who will come into your store to-morrow will use Klim if you recommend it. Klim reduces milk bills, assists in cutting the H. C. of L., and makes war-time foods more palatable and nutritious. Klim is welcomed wherever its value is known—pasteurized separated milk in powder form—fresh and sweet at all times, convenient, economical.

Klim is genuine—the flavor proves it.

Canadian Milk Products Ltd.

Toronto Montreal

Also stocked by

W. H. Escott Co., Ltd., Fort William, Winnipeg, Edmonton, Regina, and Kirkland & Rose, Vancouver

Canada Food Board License No. 14-242

CALIFORNIA FRUIT CANNERS ASSOCIATION

CALIFORNIA RIPE OLIVES DEL MONTE BRAND

Size—
2½-quart Tall Cylinder Can
No. 1 Pint Cylinder Can....
No. 16 Jar
No. 4 Jar
No. 10 Can

YUBA BRAND

2½-quart Tall Cylinder Can.
No. 1 Pint Cylinder Can....
No. 10 Can
Picnic Can

BORDEN MILK CO., LTD., CONDENSED MILK

Terms, net, 30 days.
Eagle Brand, each 48 cans...\$9 00
Reindeer Brand, each 48 cans. 8 70
Silver Cow, each 48 cans.... 8 15
Gold Seal, Purity, each 48 cans 8 00
Mayflower Brand, each 48 cans 8 00
Challenge Clover Brand, each
48 cans 7 50

EVAPORATED MILK

St. Charles Brand, Hotel, each
24 cans\$6 40
Jersey Brand, Hotel, each 24
cans 6 40
Peerless Brand, Hotel, each 24
cans 6 40
St. Charles Brand, Tall, each
48 cans 6 50
Jersey Brand, Tall, each 48
cans 6 50
Peerless Brand, Tall, each 48
cans 6 50
St. Charles Brand, Family,
each 48 cans 5 50
Jersey Brand, Family, each
48 cans 5 50
Peerless Brand, Family, each
48 cans 5 50
St. Charles Brand, small, each
48 cans 2 60
Jersey Brand, small, each 48
cans 2 60
Peerless Brand, small, each 48
cans 2 60

CONDENSED COFFEE

Reindeer Brand, large, each
24 cans\$6 00
Reindeer Brand, small, each
48 cans 6 25
Regal Brand, each 24 cans... 5 65
Cocoa, Reindeer Brand, large,
each 24 cans 6 00
Reindeer Brand, small, 48 cans 6 25

CARNATION MILK PRODUCTS CO., LTD.

All points east of and including
Fort William, in Ontario, Quebec
and Maritime Provinces.

EVAPORATED MILK

	Per Case
Carnation, 16-oz., talls (48 cans per case)	6 40
Carnation, 6-oz. baby (96 cans per case)	5 40
Canada First, 16-oz. talls (48 cans per case)	6 25
Canada First, 6-oz. baby (48 cans per case)	2 60
Canada First, 12-oz. family (48 cans per case)	5 50
Canada First, 32-oz. hotel (24 cans per case)	6 15

W. CLARK, LIMITED, MONTREAL.

Compressed Corn Beef—½s, \$2.90;
1s, \$4.45; 2s, \$9.25; 6s, \$34.75;
14s, \$80.
Lunch Ham—1s, \$6.45; 2s, \$13.50.
Ready Lunch Beef—1s, \$4.45; 2s, \$9.
English Brawn—½s, \$2.90; 1s,
\$4.95; 2s, \$9.90.
Boneless Pig's Feet—½s, \$2.90; 1s,
\$4.95; 1s, \$9.90.
Ready Lunch Veal Loaf—½s, \$2.40;
1s, \$4.45.
Ready Lunch, Beef-Ham Loaf—½s,
\$2.40; 1s, \$4.45.
Ready Lunch Beef Loaf—½s, \$2.40;
1s, \$4.45.
Ready Lunch Asst. Loaves—½s,
\$2.45; 1s, \$4.50.
Geneva Sausage—1s, \$4.95; 2s, \$9.45
Roast Beef—½s, \$2.90; 1s, \$4.45;
2s, \$9.25; 6s, \$34.75.
Boiled Beef—1s, \$4.45; 2s, \$9.25; 6s,
\$34.75.
Jellied Veal—½s, \$2.90; 1s, \$4.45;
2s, \$9.

Cooked Tripe—1s, \$2.45; 2s, \$4.45.
Stewed Ox Tail—1s, \$2.45; 2s, \$4.45.
Stewed Kidney—1s, \$4.45; 2s, \$8.95.
Mince Collops—½s, \$1.95; 1s, \$3.75;
2s, \$6.95.
Sausage Meat—1s, \$4, 2s, \$7.75.
Corn Beef Hash — ½s, \$1.95; 1s,
\$3.70; 2s, \$5.45.
Beef Steak and Onions—½s, \$2.90;
1s, \$4.45; 2s, \$8.45.
Jellied Hocks—2s, \$9.95; 6s, \$29.80;
Irish Stew—1s, \$3.45; 2s, \$6.75.
Cambridge Sausage—1s, \$4.45; 2s,
\$8.45.
Boneless Chicken — ½s, \$5.90; 1s,
\$8.95.
Boneless Turkey — ½s, \$5.90; 1s,
\$8.95.
Ox Tongue—½s, \$3.85; 1s, \$7.95;
1½s, \$12.45; 2s, \$15.95; 2½s,
\$17.50; 3½s, \$27; 6s, \$45.
Lunch Tongue—½s, \$3.45; 1s, \$6.75;
2s, \$15.50.
Tongue Lunch—1s, \$6.75.
Beef Suet—1s, \$4.90; 2s, \$8.50.
Mince Meat (Tins)—1s, \$2.95; 2s,
\$4.45; 5s, \$12.95.
Mince Meat (Bulk)—5s, 23c; 10s,
22c; 25s, 21c; 50s, 20c; 85s, 20c.
Chateau Brand Pork and Beans,
with Tomato Sauce—Ind., \$1.10;
1s, \$1.75; 2s, \$2.55; 3s, \$3.85.
With Plain Sauce—Ind., \$1; 1s,
\$1.65; 2s, \$2.40; 3s, \$3.40.
Chateau Brand Concentrated Soups
—Celery, 1s, \$1.25; Consommé,
1s, \$1.25; Green Peas, 1s, \$1.25;
Julienne, 1s, \$1.25; Mulligatawny,
1s, \$1.25; Mutton Broth, 1s, \$1.25;
Ox Tail, 1s, \$1.25; Pea, 1s, \$1.25;
Scotch Broth, 1s, \$1.25; Veget-
table, 1s, \$1.25; Chicken, 1s,
\$1.65; Mock Turtle, 1s, \$1.65; To-
mato, 1s, \$1.65; Vermicelli To-
mato, 1s, \$1.35; Assorted, 1s,
\$1.35; Soups and Bouilli, 1s,
\$12.50.

Clark's Pork and Beans, Tomato
Sauce, Blue Label—Ind., 95c; 1s,
\$1.25; 1½s, \$1.90; 2s, \$2.30; 3s,
\$2.95; 4s, \$3.35; 5s, \$3.85;
6s, \$4.25; 7s, \$4.75.
Plain Sauce, Pink Label—Ind.,
85c; 1s, \$1.15; 1½s, \$1.65; 2s,
\$1.95; 3s (flats), \$2.50; 4s (talls),
\$2.95; 6s, \$10; 12s, \$18.
Chili Sauce (red and gold label)—
Ind., 95c; 1s, \$1.25; 1½s, \$1.90;
2s, \$2.30; 3s (flat), \$2.95.
Vegetarian Baked Beans and To-
mato Sauce—2s, \$2.25.
Sliced Smoked Beef—½s, \$2.35; 1s,
\$3.45; 4s, \$24.
Canadian Boiled Dinner—1s, \$2.45;
2s, \$5.95.
Army Rations—Beef and Vegetables,
1s, \$3.45; 2s, \$5.95.
Spaghetti with Tomato Sauce with
Cheese—½s, \$1.85; 1s, \$2.50; 2s,
\$4.30.
Tongue, Ham and Veal Pates—½s,
\$2.25.
Ham and Veal Pates—½s, \$2.25.
Smoked Vienna Style Sausage—½s,
\$2.45.
Pate De Foie—½s, 75c; 1s, \$1.40.
Plum Pudding—½s, \$2.45.
Potted Beef Ham—½s, 75c; 1s,
\$1.40.
Beef—½s, 75c; 1s, \$1.40.
Potted Tongue—½s, 75c; 1s, \$1.40.
Potted Game (Venison)—½s, 75c.
Potted Veal—½s, 75c; 1s, \$1.40.
Potted Meats (Assorted)—½s, 80c;
1s, \$1.45.
Deville Beef Ham—½s, 75c; 1s,
\$1.40. Beef—½s, 75c; 1s, \$1.40.
Deville Tongue—½s, 75c; 1s,
\$1.40. Veal—½s, 75c; 1s, \$1.40.
Deville Meats (Assorted)—½s, 80c.
1s, \$1.45.

In Glass Goods

Fluid Beef Cordial—20 oz. bottle,
\$10; 10 oz., \$5.
Ox Tongue — 1½s, \$14.50; 2s,
\$17.50.
Lunch Tongue—1s, \$9.95.
Sliced Smoked Beef — ½s, \$1.75;
1s, \$2.85; 1s, \$4.15.
Minced meat—1s, \$3.45.
Potted Chicken—½s, \$2.35.
Ham—½s, \$2.35.
Tongue—½s, \$2.35.
Venison—½s, \$2.35.
Chicken Breast—½s, \$9.95.
Tomato Ketchup—8s, \$2.25; 12s,
\$2.80; 16s, \$3.50.
Peanut Butter—½s, \$1.45; 1s,
\$1.95; 1s, \$2.45; in pails, 5s, 33c;
12s, 31c; 24s, 30c; 50s, 30c.

Do you need a good man?

Are you looking for a suitable partner, a
wide-awake clerk, or an aggressive salesman?

Our Want Ad. Page is the most direct, the
surest way to reach the man you want. The
men who will read your ad. in the CANADIAN
GROCER are men of ambition, keen-edged
fellows—the very best class from which to
select the man to fit in with your require-
ments.

And it only costs you two cents a word to
talk to these men through a CANADIAN
GROCER Want Ad. Just two cents a word to
reach your man quickly!

Send along your ad. to-day. Forms close
Tuesday each week. Rates: 2c word first
insertion, 1c word each subsequent inser-
tion; 5c extra for Box No. per insertion.

Send along your ad. to-day.

The Canadian Grocer

143-153 University Ave., Toronto

ALL VARIETIES FALL AND WINTER APPLES

ONTARIO AND NOVA SCOTIA PACK
IN BARRELS AND BOXES
B.C. and WASHINGTON EXTRA FANCY
STOCK IN BOXES
TOKAY GRAPES, HOWELL PEARS,
CAPE COD CRANBERRIES,
FLORIDA GRAPE FRUIT,
VALENCIA ORANGES,
BANANAS,
CALIFORNIA LEMONS

DOMESTIC VEGETABLES

POTATOES, ONIONS, CARROTS, BEETS,
TURNIPS, PARSNIPS, CABBAGE,
IN CARLOADS OR LESS.

GET IN TOUCH WITH US FOR PRICES.

DUNCANS LIMITED NORTH BAY, ONT.

Canada Food Control License No. 151
Branches: SUDBURY, COBALT, TIMMINS.

WE SPECIALIZE IN

Fancy Boxed Apples

HAVING FOR NEXT WEEK'S
OFFERING

4 cars of Jonathans, 1 car McIntosh
Reds. All high-grade quality and mar-
ketable sizes.

Car California Grapefruit.

Car Barreled Cranberries (firm stock).

Car Winter Nelles.

Good stock of Yellow Danvers, 75-lb.
and 100-lb. sacks; dry, clean stock.

We consider onions a good buy at the
present prices, so advise stocking up.

We carry all other staple lines, etc.

**If any potatoes to offer, communicate
with us at once.**

Canadian Food Control License No. 3-027 and 3-028

McBRIDE BROS.
Toronto

OCEAN BLUE

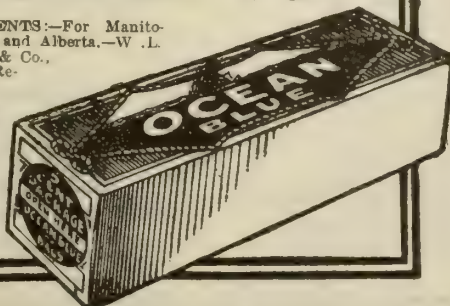
gives the right kind of "service."

It pleases buyer and seller alike.

Order from your Wholesaler.

HARGREAVES BROS. & CO.

WESTERN AGENTS:—For Manito-
wa, Saskatchewan and Alberta.—W. L.
W. L. Mackenzie & Co.,
Ltd., Winnipeg, Re-
gina, Saskatoon,
Calgary and
Edmonton. For
British Colum-
bia and Yukon,
—Creeden &
Avery, Rooms 5
and 6, Jones
Block, 407 Hast-
ings Street W.,
Vancouver, B.C.



Fresh Arrivals This Week

1 Car Extra Fancy Florida
Grape Fruit, all sizes
(Price much lower than oranges)

1 Car Fancy Cape Cod Cranberries

1 Car Fancy British Columbia Apples
McIntosh Reds, in boxes, all sizes

1 Car Extra Fancy Jersey
Sweet Potatoes, in hampers

Bananas, Oranges, Lemons
and all other kinds Foreign
and Domestic Fruits.

The House of Quality.

HUGH WALKER & SON

Established 1861

Guelph, Ontario

Canadian Food Control, License Nos. 3-090, 3-204.



Give Little Miss Vi a Welcome.

Little Miss Vi has come to Canada as the representative of Vi-Cocoa. She is known in millions of homes in the British Isles, and a great desire for her beneficial

beverage is springing up all over the Dominion.

Give her a prominent place on your counter; she will attract many customers to your Store and take a prominent place on the credit side of your balance sheet. Vi-Cocoa is a ready seller showing substantial margin for the retailers.

Vi-Cocoa

has been known for years as the food beverage of the people—it is the super-cocoa, far more nourishing and palatable than ordinary cocoa, and is made under ideal hygienic conditions in one of the best factories in the world.

Write for trade terms and particulars to the
Watford Mfg. Co. Ltd., Delectaland, Watford, England.

403

When in need of Wrapping Paper Twines & Cordage

Brooms Brushes Baskets

Grocers' Sundries

Walter Woods & Co.

Hamilton and Winnipeg

INDEX TO ADVERTISERS

A	L
American Pad & Textile Co. 8	Lambe, W. G. 15
B	Lenon Bros. 56
Babbitts (Wm. H. Dunn Co.). 9	Leonard Fisheries Ltd. 48
Baker, Walter & Co. 15	Little Bros., Ltd. 14
Bain, Donald H., Co. 13	Loggie, Sons & Co. 15
Bodley, C. J. 4	M
Borden Milk Co. 1	Malcolm Condensing Co. 23
Box #00 9	Maclure, A. M., & Co. 13
Bowes Co., Ltd. 2	Mackay Co., Ltd., John 16
Bowser & Co., S. F. 9	MacLeod & Co., D. J. 13
Buffalo Specialty Co. 8	Maclure & Langley 15
C	Magor, Son & Co., Ltd. 24
Canada Maple Exchange 11	Mann, C. A., & Co. 63
Canadian Milk Products Co. 58	Maritime Fish Corp. 19
Carriage Factories, Ltd. 55	Marsh Grape Juice Co. 16
Carvell Bros. 49	Marshall, H. D. 16
Canada Nut Co. 14	McBride Bros. 61
Channell Chemical Co., Ltd.	Miller Bros. Co. 52
Inside front cover	Mathieu, J. L. 17
Clark, W., Ltd. 7	Midland Vinegar 49
Connors Bros. 22	Mount Royal Milling Co. 49
Copeland & Sons, G. 51	Macdonald & Co., W. L. 14
Chilliwick Evaporating & Packing Co. 54	McCaskey Systems 52
Cockburn Co., F. D. 13	McCart, W. J. 17
Climax Baler 64	N
Connecticut Oyster Co.	Nagle Mercantile Co. 64
Front and Back Covers	National Licorice Co. 51
Church & Dwight 9	Nelson, C. J. 14
D	Nutrient Food Co. 63
Davis & Sons, S. 4	Nootka Canning Co. 54
Davies, Wm., Co. 47	Nagle & Co., N. (Volpeek) 64
Durcans, Ltd. 61	O
Dayton Scale Co. 53	Oakeys, John, & Son, Ltd. 52
Defiance Packing Co. 51	Oury Millar Co. 60
Dole Bros., Ltd. 49	P
Dominion Salt Co. 18	Patrick, W. G., & Co. 15
Dominion Cannors 2	Paturel, Emil 49
E	Pennock, H. P., & Co., Ltd. 12
Eckhardt, H. P., & Co. 59	Perry, H. L., & Co. 12
Edwards, W. C. 49	Pullan, E. 63
El Roi-Tan, Ltd. 11	R
Elliott, W. F. 15	Releg Co., Ltd. 46
Escott, W. H., Co. 12	Rock City Tobacco Co. 51
Eddy, E. B., Co. 5	Rose & Laflamme, Ltd. 16
Estabrooks, Ltd., T. H. 23	S
F	Sarnia Barrel Works 63
Freeman & Sheely 16	Scott-Bathgate Co., Ltd. 12
Freeman, The W. A., Co. 46	Shaw & Ellis 18
Furnivall-New, Ltd. 46	Spratts, Limited 8
Fugita Co. Inside Front Cover	Schofield & Beer 16
G	Stevens-Hepner Co. 60
Gaetz & Co. 16	Scott, A. B., Ltd. 52
Genest, J. R. 16	Smith & Son, E. D. 10
Gillespie Co., The Robt. 14	Smith & Proctor 46
Grant, C. H. 13	T
Griffin & Skelly 11	Taylor & Pringle 50
H	Tobin, J., & Son 14
Hargraves, Canada, Ltd. 61	Toronto Salt Works 63
Hart, C. B., Reg. 16	Trent Mfg. Co. 63
Hatton Co., Ltd., D. 20	Thompson, E. B. 63
Hygienic Products Co. 51	Turton, J. E. 16
Hillock & Co., John 18	Toronto Pottery Co. 63
I	V
Imperial Rice Milling Co. 8	Vogans, Ltd. 63
Imperial Oil Co. Inside Back Cover	W
Ingersoll Packing Co. 21	Wagstaffe, Ltd. 6
J	Walker, Hugh, & Son 61
James & Co. 3	Watford Mfg. Co. 62
Japan Tea Co. 57	Watson & Truesdale 13
Jones Packing & Provision Co. 56	Wethey, J. H., & Co. 50
Jones, C. & J. 13	White & Co. 21
Jeffress Co., Ltd., E. W. 17	Williams Storage Co. 13
K	Woods, Walter, & Co. 62
Kavanagh Co. 63	Western Canada Flour Mills Co. 50

BUYERS' DIRECTORY

Latest Editorial Market Information and Guide to Buyers.

Vogan's Overseas CAKE

Put up in one pound packages.

Order from your jobber to-day.

VOGANS, LIMITED TORONTO



JARS AND BUTTER CROCKS

are needed in every household. We can supply you with the kind that sells. Write for price list now to

The Toronto Pottery Co.
LIMITED
Dominion Bank Bldg., Toronto

BARRELS

(The best shipping package.)

We make them all sizes and for all purposes. For Apples, green or dry; Cereals, Crackers, Bottles, Candy, Spices, Hardware, Meat, etc.

Get our prices.

THE SARNIA BARREL WORKS, SARNIA, ONT.

We are now located in our new and more spacious warehouse at

60-62 JARVIS ST.

TORONTO SALT WORKS

GEO. J. CLIFF

MARKET BRIEFS

Elimination of all containers smaller than 2½s for packing molasses is reported from the United States. That leaves 2½s, 5s and 10s, and will throw bulk of trade here on to the 2½ size. The movement towards standardization of sizes is generally welcomed among the trade, as feeling existed that continued new sizes being placed on the market were more harmful than otherwise. It meant too big an investment to carry full range of sizes.

* * *

The United States Government in announcing that they would take all the prunes, sizes 40s to 90s inclusive, virtually sealed the doom of the Canadian trade as far as this commodity is concerned. A fair stock of old crop prunes is available, but the trade is resigned to the fact that no new crop will be forthcoming.

Sales of raisins have been very heavy, and growers have finally withdrawn from the market. Recent rains have hit the raisin belt but extent of damage, if any, is not yet known.

* * *

The first arrivals of Florida grape fruit are reported, and prices ruling show a high level. Barrel apples are offered in a wide variety and at stiff prices. Box apples from coast points are arriving in fairly liberal quantities, but prices are high, costing almost as much now as they sold for last year.

MINCEMEAT

Write, wire or telephone for quotations for prompt or fall delivery.

E. B. THOMPSON

20 Front Street East, Toronto

30 DOZ. CASE FILLERS
ONE DOZ. CARTON FILLERS
¾-INCH CUSHION FILLERS
CORRUGATED FLATS

The TRENT MFG. CO., Ltd.
TRENTON - - - ONTARIO

CHOCOLATTA

contains chocolate, milk and sugar in powdered form.

Makes a delicious drink served hot or cold. Suggest it to your customers for Home and Overseas.

NUTRIENT FOOD CO., TORONTO

DRING SAUSAGE

Montreal and Quebec Province Grocers, attention - We are the only manufacturer of this most delicious sausage. We deliver in lots of 5 lbs. or more, to all Montreal Grocers and Butchers.

KAVANAGH PROVISION CO.

372 Bleury Street, Montreal

Telephones: Uptown 4620-4621, Night Up, 1990
Canada Food Board License No. 9-990

SUGAR BAGS

With or Without Liners

E. Pullan, Toronto

GROCERS & BUTCHERS

Buy the Best

FANCY DRESSED POULTRY,
SELECTED EGGS, CHOICE DAIRY
AND CREAMERY BUTTER

C. A. MANN & CO.

LONDON, Ontario

"Canada Food Board License No. 7-078"

These one-inch spaces
only \$1.25 per insertion
if used each issue in the
year.

All these ads will have
position on a live page
each week containing
reading matter.

Wanted

CLASSIFIED ADVERTISING

Advertisements under this heading 2c per word for first insertion. 1c for each subsequent.

Where replies come to our care to be forwarded, five cents must be added to cost to cover postage, etc.

Contractions count as one word, but five figures (as \$1,000) are allowed as one word.

Cash remittances to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittances cannot be acknowledged.

WANTED

DEAD STOCK OF PATENT MEDICINES, drugs and sundries bought or exchanged. Write The Drug Exchange Co., P.O. Box 1843, Montreal, Que.

SALESMAN WOULD LIKE HIGH GRADE lines for Quebec city and district. Address, Box 65, St. Rochs, Quebec.

EXPERIENCED GROCERY CLERK WANTED for general store in Saskatchewan. State salary and experience in first letter. Matthewson Bros., Strassburg, Sask.

WANTED—FIFTY-GALLON BOWSER OIL tank. State lowest cash price. Box 758, Lindsay, Ontario.

AN EXPERIENCED MAN TO TAKE CARE of horse and do delivering and outside work around General Store and to fill in time in store. Apply with reference, stating experience and salary expected. Lewis Bros., Richmond, Ont.

AGENCY WANTED FOR QUEBEC. SALARY or commission. First-class references. Write A. S., 164 Desfranciscains, Quebec.

THOSE OVERDUE ACCOUNTS CAN BE COLLECTED IF YOU use "Walker Collection Letters." One collection resulting from their use will pay your cost many times over. \$2.00 with order. Canadian Credit Indemnity Co., Box 444, Canadian Grocer.

Use this page—the page that is never overlooked—from time to time to put efficiency in your service, and watch it for opportunities.

Everything is classified under appropriate headings, so that you can, at a glance, find what you are looking for. Quite often the want ad page is consulted as a guide to conditions.

Anything used or of interest to the Grocery trade can be located by an advertisement on this page.

Canadian Grocer reaches thousands of the best grocers in the Dominion—the kind you want to speak to.

The cost of this service to you is very small—2 cents per word first insertion, and 1 cent per word for each subsequent insertion of the same advertisement.

If you do not wish your name to appear in the ad we have a Box system whereby everything is strictly confidential, for which we charge 5 cents per insertion extra.

Kindly enclose remittance with ad so as to save unnecessary bookkeeping, etc.

FOR SALE

CASH GROCERY BUSINESS AVERAGING \$450 weekly. Dwelling and store combined. Box 440, Canadian Grocer.

FOR SALE—GROCERY AND MEAT BUSINESS in Western Ontario City, centrally situated. Established over thirty-five years ago; both country and city trade, turnover about \$20,000 yearly. Stock about \$2,000. Ill health reason for selling; must go south for winter. Apply Box 442, Canadian Grocer, Toronto.

FOR SALE—SPLENDID GROCERY STOCK. Doing a flourishing business. Centrally located in Sault Ste. Marie. Immediate possession. Ill-health reason for selling. Box 445, Canadian Grocer.

GENERAL STORE, ALL LINES, GROCERIES stock \$4,000; dry goods \$7,000. Turnover in 1917 over \$15,000; 1918 over \$17,000. Reasonable rent for buildings. Stock was bought with intention of staying in business, but purchaser been raised from Category E to A2. Immediate sale. Cash preferred. Apply Mrs. D. E. Munro, Auburn, Ontario.

FOR SALE—GENERAL COUNTRY STORE IN best mixed farming district in Alberta, post office attached, on Canadian-Northern Railway. Established eight years. Good reasons for selling. Turnover \$15,000.00. Stock \$3 500.00. Store, warehouse, stable and house. This business can easily be doubled. Apply Box 448, Canadian Grocer.

AGENCIES WANTED.

I AM PREPARED TO REPRESENT AN ESTABLISHED manufacturer, in Toronto and district, on commission. Will consider only good lines, but can satisfactorily further your interests here. Box 446, Canadian Grocer, Toronto.



PAPER BALERS

Turn Waste Into Profit

Made in 12 sizes.

Send for catalog.

Climax Baler Co.

Steel "Fireproof"

Hamilton, Ontario

Cash in on Your Book Debts

Get that which is rightfully yours.

WE CAN TURN THOSE BOOK DEBTS OF YOURS INTO MONEY if you'll just authorize us to do so.

Our organization is big enough to collect quickly anywhere. Ask to see our special forms. They'll be mailed you free.

The Nagle Mercantile Agency
Westmount (Montreal) Que.



FIRST AID IN THE KITCHEN +

Tell your customers about Vol-Peek. Tell them how easy the mending of leaky pots, pans, etc., becomes when Vol-Peek is used. No tools necessary. And the mended vessel is ready for use in two minutes or less. Vol-Peek is put up in very attractive display cartons. Your wholesaler can supply you.

H. NAGLE & CO., BOX 2024, MONTREAL.

VOL-PEEK

DUST vs. GOODWILL

DUST is the greatest enemy in the store. It lessens public goodwill in proportion as it increases the shop-worn appearance of the stock on the shelves. Although impossible to keep out the dust altogether, it is not only possible, but easy to control and hold 90% of the atmospheric dust in your store by using

STANDARD Floor Dressing

It is sanitary, non-evaporating and non-gumming. Floors and fixtures treated with it gain in appearance and wearing quality. As much as 500-700 square feet of floor space can be treated with one gallon. A floor once dressed requires no further attention for the next three or four months other than regular sweeping with a hard broom.

Supplied in one and four gallon cans and barrels and half barrels.

An ordinary floor sprayer may be used in applying Standard Floor Dressing.

IMPERIAL OIL LIMITED

BRANCHES IN ALL CITIES



Please Post Conspicuously

DEPARTMENT OF COMMERCE

U. S. BUREAU OF FISHERIERS

WASHINGTON

WHY YOU SHOULD EAT OYSTERS

The Oyster Production of the United States is the Greatest in the World. It can be Made Much Greater because vast areas of unproductive bottom can be made productive by Oyster Culture.

The Purity of oysters placed on the market is now More Assured by United States and State Inspection and the co-operation of the large producers.

Don't be afraid of Green Gilled Oysters. The gray-green color, which is of vegetable origin and derived from their food, forms a deep fringe within the open edge of the oyster. Such oysters are Often the Best and in France are prized above all others.

Therefore Eat Oysters

It is A Duty to utilize this vast food resource as far as possible and save other foods of which there is a dearth.

It is also A Pleasure to use the oyster which in other countries than ours is a luxury rather than a common food.

It is not one of the cheap foods when measured by the cost of its useful constituents, but is valuable as an Appetizing Variant of the Diet. A reasonable variety of food is necessary to the health of a civilized people.

The oyster is Without Waste, Digestible, Wholesome, and Delicious, and it may be Prepared in Many Ways. If you wish to know how, Write for a Cook Book, to

CONNECTICUT OYSTER CO., LIMITED

Canada's Oyster House

50 Jarvis Street

-

-

Toronto, Canada

CANADIAN GROCER

Member of the Associated Business Papers --- Only Weekly Grocery Paper Published in Canada
THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXXII.

PUBLICATION OFFICE : TORONTO, OCTOBER 18, 1918

No. 42



Shippers and Manufacturers!

Are you looking for a
**Wholesale Grocery
Organization**
to handle your product?

We can give it to you. Throughout the West our houses handle only first quality goods. So that when you put your product in our hands you are introducing it under the proper success-making auspices, as we cover the entire field from Lake Superior to the Pacific Coast.

Annual Purchasing Power Twelve and a Half Millions

You can form an idea of our buying power by reading over the following list of wholesalers for whom we are purchasing agents:

A. Macdonald & Co. Vancouver, B.C.
A. Macdonald & Co., Nelson, B.C.
A. Macdonald & Co., Fernie, B.C.
A. Macdonald & Co. Fort William, Ont.
Macdonald-Cooper, Ltd., Edmonton, Alta.
Macdonald-Cooper, Ltd., Calgary, Alta.
Macdonald-Crawford, Ltd., Moose Jaw, Sask.

Macdonald-Crawford, Ltd., Saskatoon, Sask.
Macdonald-Crawford, Ltd., Swift Current, Sask.
Macdonald-Crawford, Ltd., Battleford, Sask.
Macdonald-Chapman, Ltd., Winnipeg, Man.
White Star Mfg. Co., Ltd., Winnipeg, Man.
Occidental Fruit & Canning Co., Limited, Kelowna, B.C.

Consolidated Purchasing Co., Limited

313-319 Pacific Ave.

:::

WINNIPEG, Manitoba

E. NICHOLSON, General Manager

WE INVITE CORRESPONDENCE FROM MANUFACTURERS AND SHIPPERS



"EVERY GRAIN
PURE CANE"

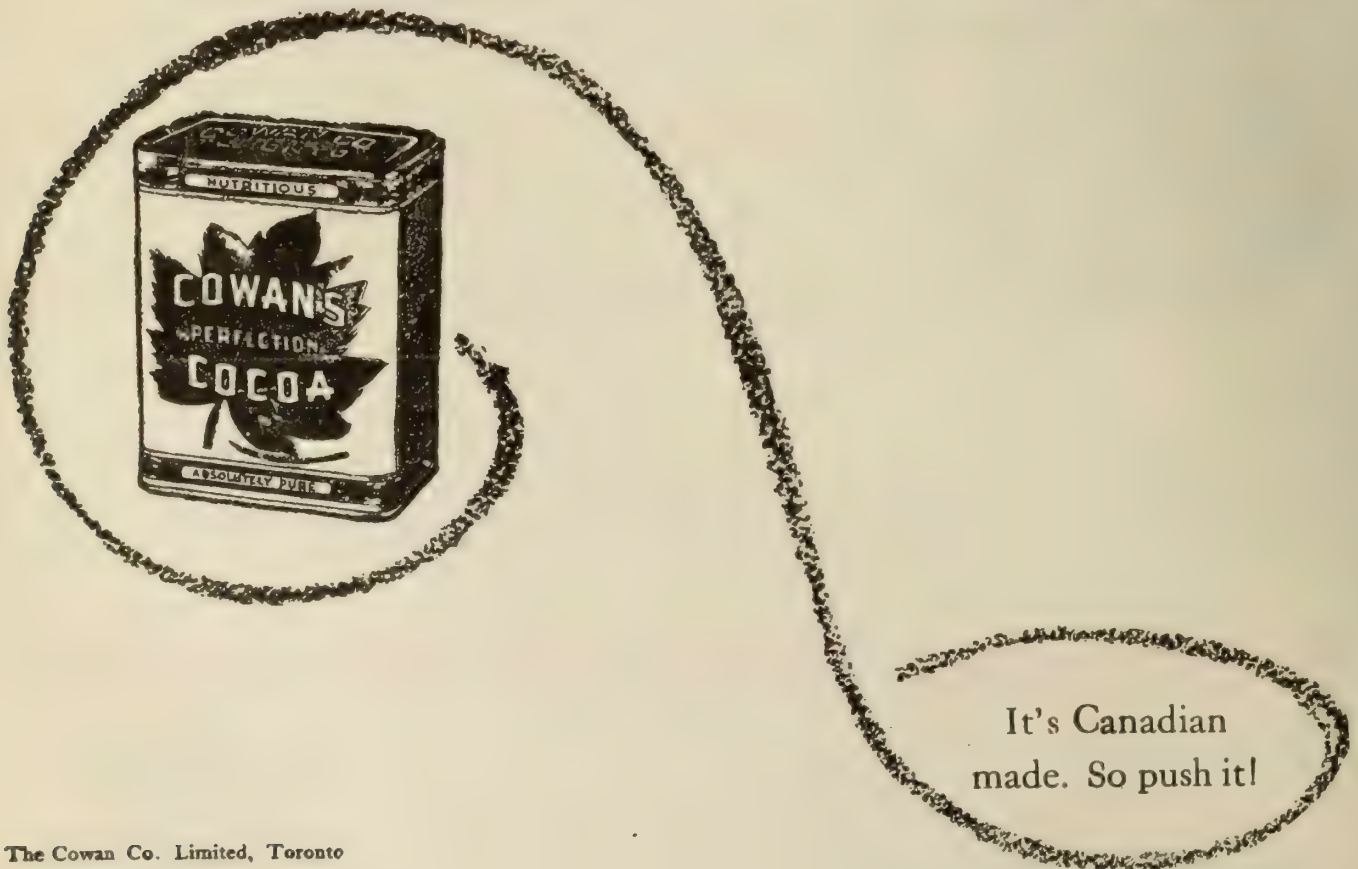
A Sugar of Peerless Quality

When you consider the uniform goodness of Royal Acadia Sugar, when you remember that "Every Grain is Pure Cane," you can readily understand the reason for its continued popularity.

Royal Acadia Sugar is put up in 2 and 5-lb. cartons, 10, 20 and 100-lb. bags, half-barrels and barrels.

The Acadia Sugar Refining Co., Limited
HALIFAX, CANADA

Canada Food Board License No. 11-608



It's Canadian
made. So push it!



Get your share of the demand for *Borden's*



Make your window and counter displays the connecting link between Borden popularity and your cash register.

By directing a little attention to those "Leaders of Quality" you will very quickly realize the big advantages of constantly pushing lines whose merits have gained nation-wide popularity.



Borden Milk Company Limited

"LEADERS OF QUALITY"

MONTREAL

Branch Office: No. 2 Arcade Building, Vancouver, B.C.

License No. 14-213

Do They Know?

It may be you want to rent that store; have a business for sale; seek a partner; or perhaps wish to purchase stock in a progressive grocery business. Then again it is likely to be some fixture you want taken off your hands owing to recent improvements.

Do the grocers in all parts of Canada know what you have to offer? They don't?

Then a "*Want Ad*" in *Canadian Grocer* will tell nearly all the progressive business men, together with their staffs, just what an opportunity you have, and in the way that you want them to know.

And the cost is so reasonable, too—2 cents a word for the first insertion, and 1 cent a word for each subsequent issue. 5 cents additional per insertion if answers are to be sent in care of a box number.

Is not that a good service at a low cost? It has accounted for many rapid turn-overs.

Send in yours to-day.

Canadian Grocer

143-153 University Avenue

Toronto

CLARK'S

You doubtless know Mr. Grocer, that "Quality" is the best *Reputation Builder*, and that the sale of quality goods is your best advertisement.



PORK AND BEANS



Clark's Pork and Beans have the quality that makes satisfied customers. The name that guarantees. The reputation which makes easy sales.

ARE SELLERS

W. CLARK, LIMITED, MONTREAL

Canada Food Board License No. 14-216

A KEEN BUYER AND ANCHOR CAPS

When a grocer buys food products at this time of the year and particularly when the country needs every variety of food product, whether grown or manufactured, it is essential that he take every precaution against loss.

If all products packed in glass jars are sealed with Anchor Caps, the loss arising from mold and general contamination is so greatly reduced that it is practically nothing.

If all buyers, therefore, would insist on having Anchor Caps on their glass packages, they would make a big saving for themselves as well as for the country's cause.

Write us for full particulars.

Anchor Cap & Closure Corporation

OF CANADA, LIMITED

FACTORY AND
GENERAL OFFICES



50 Dovercourt Road
TORONTO, ONTARIO



Wonderful Soap gives the housewife that overflowing measure of satisfaction that clinches her future trade in your favor.

Put up in a neat red label that gets attention quickly.

Try our
"Crystal Soap Chips"
The Best Ever

Guelph Soap Co.
Guelph, Ont.

**FINEST CRYSTAL
GELATINES**

Powdered and Sheet

FINE LEAF GELATINE

BRITISH MANUFACTURE

GELATINE

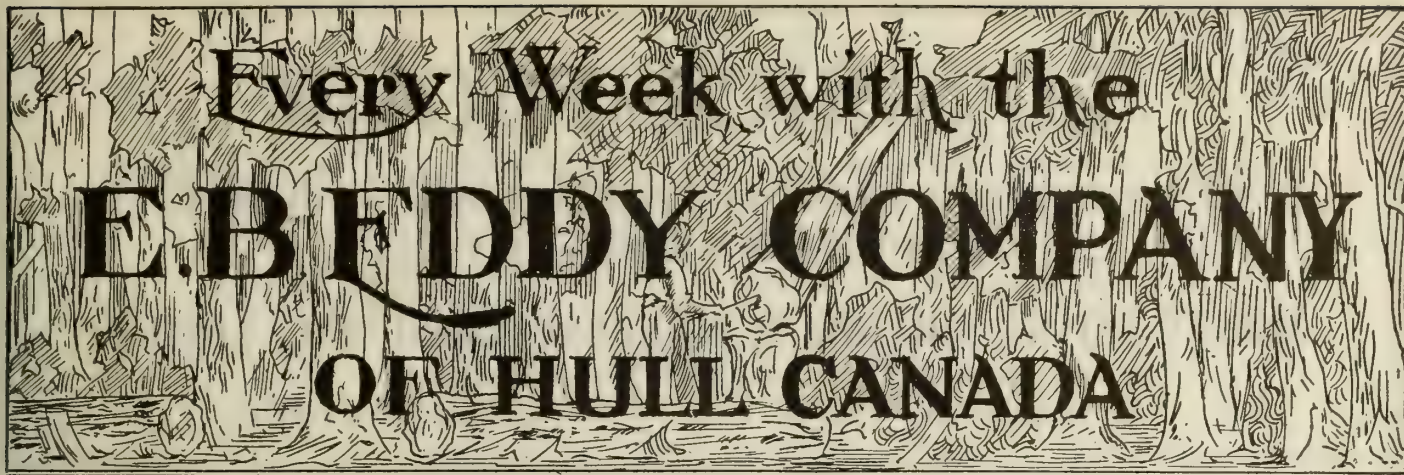
OURY, MILLAR & CO.

9 Mincing Lane, London, E.C., Eng.

SOLE AGENTS FOR CANADA

F. S. Jarvis & Co.

18 TORONTO ST., - TORONTO



Story for Week Dated Oct. 18, 1918.

Being No. 4 in the Series

Eddy Matches Are Made In Washed Air

ONE of the wonders of the Eddy Plant is the air-washing process, which provides for the interior of the match factory in the sultriest days, a supply of air sweet and cool as that of an October morning.

Perfect matches cannot be made in any kind of air. The humidity has to be watched many times an hour, and the slightest change noted, for millions of matches depend for their efficiency upon the air conditions under which they are made.

For Eddy match-making, cool, dry, clean air kept just below 60° F. is insisted on, and as a result the atmosphere inside the match factory is deliciously refreshing. Here nimble-fingered girls keep pace with immense machines through which the matches march at the rate of seventy million a day.

Down below a 50-ton ice plant is cooling the air from outside, and every breath of that air is sent through a gloriously exhilarating spray bath. You can peep through a double glass window at the sprays in action. There are a hundred of them, each sending a perfect Niagara of finest ice-clear, ice-cold water against the currents of air as they arrive from the pumps. The chill has the effect of squeezing the moisture out of the air, and gallons of the superfluous humidity go out with the dust and impurities which are washed out of the air before it passes on to the match factory.

In winter the process is reversed, and the cold outside air is washed and warmed to 60° F., so that for a really equable climate the proper place to go is to the E. B. Eddy Company's match factory, if you can get there. As a matter of fact you can find all varieties of "climate" from temperate to torrid amongst the various processes of making Eddy products, but Eddy matches are made in the most heavenly atmosphere of them all.

Some Eddy Matches You Know

Eddy's Silent 5 Match
Eddy's Golden Tip Match
Eddy's Buffalo Match
Eddy's Home Match
Eddy's Domestic Match
Eddy's Red Bird Match
Eddy's Sesqui Match
Eddy's Safety Match
Eddy's Comet Safety Match
Eddy's Little Comet Match
Eddy's Safe-Light Match
Eddy's Telegraph Match
Eddy's Safeguard Match
The Eddystone Safety Match
Eddy's Capital Safety Match
Eddy's Gas Lighter Match
Eddy's Silent 200 Match
Eddy's Eagle Parlor Match
Eddy's Royal George Match
Eddy's Tiger Match
Eddy's Silent Pony Match
Eddy's Everready Match
Eddy's Flaming Wax Vestas
Eddy's No. 1 Wax Vestas
Eddy's No. 2 Wax Vestas
Eddy's No. 5 Wax Vestas
Eddy's No. 9 Wax Vestas
Eddy's No. 13 Silent Wax Vestas



20% RICE FLOUR

in home-made bread and cooking will immensely improve the quality---try it.

MOUNT ROYAL MILLING & MANUFACTURING CO., LIMITED

Agents :
D. W. ROSS CO., MONTREAL

Mills at :
MONTREAL AND VICTORIA

These Reprints Will Help You Sell Trench Goods

THERE will be an important "TRENCH GOODS" Section in the Annual Fall and Winter Number of CANADIAN GROCER coming out next week. A number of manufacturers are giving reasons in this section why their goods are suitable for overseas boxes.

Order some reprints of pages which are appropriate to your trade for distributing among your customers. Put them in parcels and baskets going out, with your own rubber stamp on them.

Watch for the Trench Goods Section

See that you look over this section in next week's issue very closely. Order the pages you want by sending in name of the advertiser, and number of the page. We are holding the type in these pages for a week or ten days so that on receipt of your order we can print the reprints without delay and at minimum cost.

Wire, phone or mail your order without delay as soon as you get your copy of the Fall Number, and take advantage of this economic method of advertising.

Here are the rates for retail subscribers:

100	reprints of one page	\$1.50
200	" " " "	2.00
100	" each of two pages	2.25
200	" " " "	3.50
100	" " " five "	5.00
200	" " " " "	9.00

Other rates in proportion.

Canadian Grocer

**143-153 University Avenue
TORONTO**

PHONE MAIN 7324

Your customers do not need to pay extra-
vagrant prices for Fruit for their
Christmas baking

FEATURE



ECONOMICAL

NUTRITIOUS

TASTY

Man Left You, Did He ?

And for the life of you you don't know where to find another to replace him. Well, our advice to you—and it's good advice—is: Find him by advertising—a small condensed advertisement in CANADIAN GROCER.

If you wanted a blacksmith, we wouldn't recommend CANADIAN GROCER, but when it comes to finding a man for the grocery business, honestly we don't know of a better or cheaper way of finding him than the use of CANADIAN GROCER.

The way to find the man you want is to look for him where he is likely to be found—in the grocery business.

Rate is 2 cents a word first insertion and 1 cent per word each subsequent insertion. Five cents additional per insertion when replies are to be sent to Box Number in our care.

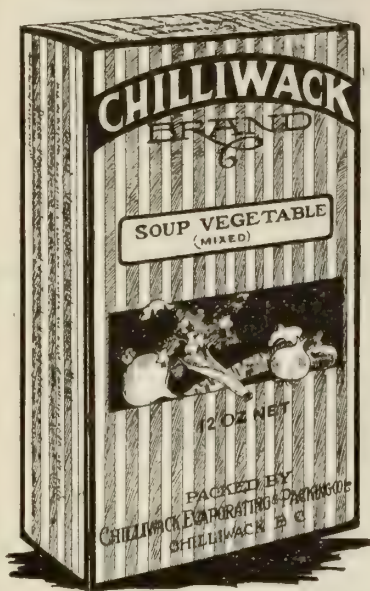
Send your advertisement and remittance to

Canadian Grocer Want Ads.

143-153 University Avenue
TORONTO

When Writing to Advertisers Kindly
Mention this Paper.

A Vegetable Garden the Year round



Julienne is a mixture of evaporated potatoes, carrots, turnips, onions, peas and beans. Can be used for vegetable soup or for boiled vegetable dinners.

This will be a big seller in your town as soon as the fresh vegetables are done. It has the same flavor as fresh picked garden vegetables — but there is no waste.

Ask your jobber for Chilliwack Brand.

CHILLIWACK EVAPORATING & PACKING COMPANY, LIMITED
415 Dominion Bank Bldg., Vancouver

“PRIMROSE” PILCHARDS



*Strictly Prime
Quality*

Ocean Caught

Packed Only By Hand

Rich in flavor, and high
in food value.

Defiance Packing Co., Ltd.
Head Office: VANCOUVER, B.C.

Canneries at West Vancouver and Port
Renfrew, B.C.

Sales Agents: Balfour, Guthrie & Co.
Vancouver, B.C.

Salmon Commandeered



Packed in 1 lb. Talls
and 1-2 lb. Flats
Sold by Your Jobber

**SNOW CAP
BRAND
PILCHARDS**

are more delicious than
SOCKEYE
and are less
than half the
price.

For Salads and
Sandwiches

*They are More
of a Dainty
Than Tuna
Fish*

**“Snow
Cap”**

is Hand Packed
by

The Nootka Packing Co., Ltd.
NOOTKA, B.C.

THE GROCER handling COPELAND'S



Diamond C Brands

Corn Flour and Corn Meal

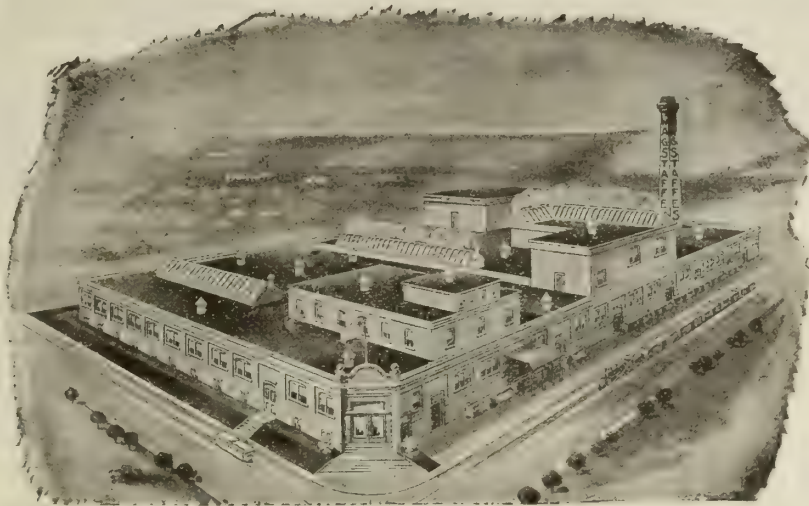
has a product he can recommend
with every confidence of having a
satisfied customer.

Milled from the highest grade American
Corn.

G. COPELAND & SONS
MIDLAND and PENETANG, ONT.

HEAD OFFICE. MIDLAND

Canada Food Board Licenses 123, 9-382, 3-874



THE MOST MODERN AND UP-TO-DATE FRUIT
PRESERVING FACTORY IN CANADA

WAGSTAFFE'S

Celebrated Seville Orange Marmalade

containing all the essential oils that
give such a piquant zest to a Real
Orange Marmalade.

*Order from your wholesale grocer
before the advance*

WAGSTAFFE, Limited

PURE FRUIT PRESERVERS

Hamilton - Canada

CANADA FOOD BOARD LICENSE No. 14-262

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

The service department of Canadian Grocer will gladly assist manufacturers at home and abroad in making arrangements with the firms in all parts of Canada whose announcements appear on this page.

WESTERN PROVINCES

MANITOBA
SASKATCHEWAN

Wholesale Grocery Commission
Brokers

ALBERTA
WESTERN ONTARIO

H. P. PENNOCK & CO., Ltd.

Head Office: WINNIPEG Manitoba

We solicit correspondence from large and progressive manufacturers wanting active and responsible representation west of the Great Lakes. An efficient selling organization, and an old-established connection with the trade, place us in a position to offer you unexcelled facilities for marketing your products. Write us now.

"Always On The Job"

The H. L. Perry Co., Ltd., 214-216 Princess St., Winnipeg

As your Selling Agents, we can make a big success of your Account.

STORAGE

DISTRIBUTING

FORWARDING

SIX HOUSES IN WESTERN CANADA

W. H. ESCOTT CO., LIMITED

Winnipeg, Man.

W. H. ESCOTT CO., LIMITED

Calgary, Alta.

W. H. ESCOTT CO., LIMITED

Saskatoon, Sask.

W. H. ESCOTT CO., LIMITED, Fort William, Ont.

W. H. ESCOTT CO., LIMITED

Regina, Sask.

W. H. ESCOTT CO., LIMITED

Edmonton, Alta.

WHOLESALE GROCERY BROKERS, MANUFACTURERS AGENTS, IMPORTERS

Consignments Solicited

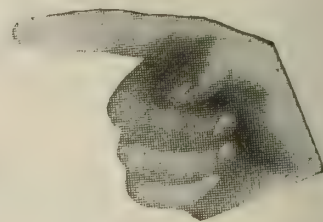
HEAD OFFICE: 181-183 Bannatyne Ave. East, WINNIPEG

Write Us

Let us connect you with the Western Markets

We cover the entire wholesale and retail trade through twelve aggressive men, nine of whom are doing retail work exclusively. Think what a success-making factor these men will be in marketing your product in the West!

May we send you full particulars?



SCOTT-BATHGATE COMPANY, Ltd.

Wholesale Grocery Brokers and Manufacturers Agents.

149 Notre Dame Ave. E., WINNIPEG

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

PUGSLEY, DINGMAN CO., LIMITED
JOHN TAYLOR & CO., LIMITED
ETC., ETC., ETC.

We represent some of the best manufacturers,
of whom the above are examples. We will
give your line the same attention.

F. D. COCKBURN CO.
WINNIPEG

A. M. Maclure & Co.

MALTESE CROSS BUILDING
WINNIPEG

IMPORTERS, BROKERS
MAN'F'S. AGENTS
GROCERY, DRUG AND
CONFECTIONERY
SPECIALTIES

Williams Storage Co.
WINNIPEG

Lessees
WINNIPEG WAREHOUSING CO.
288 Princess Street

Owners
C. S. TURNER CO.
147 Bannatyne Avenue

Prompt and Efficient SERVICE

Bonded or Free Storage
Track Facilities Steam Heating
WAREHOUSING DISTRIBUTING
STORAGE

When writing advertisers,
please mention this paper.

C. H. GRANT CO.

Wholesale Commission Brokers and
Manufacturers' Agents

1206 McArthur Bldg., Winnipeg
We have the facilities for giving manu-
facturers first-class service.

WHEN WRITING TO ADVERTISERS
KINDLY MENTION THIS PAPER

D. J. MacLeod & Co.

Manufacturers' Agents
and Grocery Brokers
EDMONTON, ALTA.

Open to negotiate for new lines in Alberta.
Our staff calls on wholesale trade and does
detail work.

WATSON & TRUESDALE

Wholesale Grocery Brokers and Manufacturers' Agents.

Have live men doing detail work throughout our territory. Manitoba
Saskatchewan and Alberta. They get the business, and can get it
for you. Write us, and we will explain our system.

156 LOMBARD STREET - - WINNIPEG, MANITOBA

Trackage
Storage
Distri-
bution

Donald H. Bain Co.

Wholesale Grocery Commission Agents

A sales force of competent men.

Ample capital—and the reliability that goes with it.

A record of results—and the prestige that follows it.

An energetic, result-getting organization—with satisfied clients to
prove it.

Are all at your disposal if WE represent you.

Every branch a business in itself, directed by capable, experienced
managers.

All varieties of Food Products.

If you want results get in touch with us.

Head Office: WINNIPEG

Branches—REGINA, SASKATOON, EDMONTON, CALGARY, VANCOUVER

Canada Food Board License No. 6-450

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

The service department of The Canadian Grocer will gladly assist manufacturers at home and abroad in making arrangements with the firms in all parts of Canada whose announcements appear on this page.

BRITISH COLUMBIA

Squirrel Brand PEANUT BUTTER

C. T. NELSON GROCERY BROKER

105 Hibben-Bone Bldg., Victoria, B.C.
In touch with all British Columbia wholesalers and jobbers, and can place your line to best advantage. Live men calling on retail trade.
Victoria Vancouver

The Robert Gillespie Co. *Importers and Exporters*

323 Homer St., Vancouver
Live Salesmen covering Alberta and B.C.

When answering
Advertisements please mention
Canadian Grocer

LITTLE BROS. LTD., VANCOUVER, B.C.

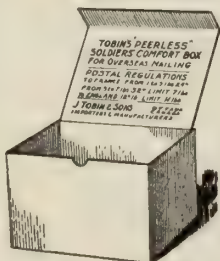
Established 15 Years. Live Staff of Salesmen. First-Class Storage and Warehouse Facilities.
We can place one or two good specialty lines on the B.C. market. If you want live representation, write us to-day.

After the War—What?

The time to put on fire insurance is before the fire. The time to prepare for after-the-war-conditions is before peace comes.

Advertise now your facilities for making special machinery, fine tools, etc., in this section of CANADIAN MACHINERY.

EL ROI-TAN PERFECT CIGAR



"Peerless" Overseas Mailing Boxes

BULLETIN NO. 6

Our advice, we are pleased to note, has been well taken up by the grocers in general throughout the country. Consequently we have had our hands full handing out orders to our shippers, going to all parts of Canada—one order from DAWSON, ALASKA (wonder when it will reach there). Somebody thinking of their soldier boys even up there. We are thinking of how we are going to make stock go round. Oh, well, send in the orders! We will look after you.

PRICES have advanced a trifle only; but—

!!—NUF CED.

J. TOBIN & SONS

(Sons on Active Service)

OTTAWA, ONT.

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

The service department of Canadian Grocer will gladly assist manufacturers at home and abroad in making arrangements with the firms in all parts of Canada whose announcements appear on this page.

ONTARIO

W. G. PATRICK & CO. Limited

Manufacturers' Agents
and Importers

51-53 Wellington St., W. Toronto

Maclure & Langley, Limited

Manufacturers' Agents
Grocers, Confectioners
and Drug Specialists

12 FRONT STREET EAST TORONTO

W. F. ELLIOT

Importer & Manufacturers' Agent
(Cor. Leith and Hardisty Sts.)

FORT WILLIAM, ONT.

Established 1909.

W. G. A. LAMBE & CO.

TORONTO

Established 1885

SUGARS

FRUITS

SAY YOU SAW IT
IN CANADIAN GROCER
WHEN WRITING TO
ADVERTISERS

KINDLY MENTION THIS PAPER
WHEN WRITING ADVERTISERS

Are You Interested?

CANADIAN GROCER reaches the retailer, the wholesaler, the manufacturer, the clerk and the traveller, just the men to whom you wish to sell or from whom you would buy.

RATES:

(payable in advance)

2c per word, first insertion.

1c per word, subsequent insertions.

5c extra per insertion when replies are to be addressed c/o Canadian Grocer.

No Other Paper Reaches All These Men.

Is Selling a Business?

Is Buying a Business?

Is Engaging a Clerk?

Is Securing a Position?

Is Securing a Partner?

Is Disposing of Second-hand Fixtures?

Then you should use.

Canadian Grocer's Classified Ad. Columns.

It should find for you among the progressive Grocers of Canada at least one individual who is on the lookout for just such a proposition that you have to offer.

Canadian Grocer

143-153 University Ave., Toronto

X-X-X PHOSPHATE CREAM TARTAR

Formerly only sold in Bulk,
NOW offered to the Grocery
Trade in Five and Ten Pound
Cartons.

To avoid unsatisfactory substitutes
look for this label on the package.
Insist on the Genuine X-X-X.



Order from your Wholesaler,
or direct from

The Jones Packing & Provision Co.
(Chemical Department) Limited
SMITH'S FALLS, ONTARIO

License No. 13-126

To Manufacturers' Agents

Manufacturers are always looking for aggressive brokers to represent them. Keep your name and territory covered to the front, thus impressing them with your aggressiveness. The Manufacturers' Agents' directory is the right place to have your card.

The rates are reasonable. For one inch each week for one year the cost is only \$1.25 per insertion. For quarter column for the same time the cost is \$2.80 an issue.

We shall be glad to furnish you with other rates upon application.

Canadian Grocer
143-153 University Ave.
TORONTO

KINDLY MENTION THIS PAPER
WHEN WRITING ADVERTISERS

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

The service department of Canadian Grocer will gladly assist manufacturers at home and abroad in making arrangements with the firms in all parts of Canada whose announcements appear on this page.

QUEBEC

ROSE & LAFLAMME
LIMITED
Commission Merchants
Grocers' Specialties
MONTREAL TORONTO
Canadian Food Control License Nos. 6-236/7/8

J. R. GENEST
CORN and CORN PRODUCTS—PEAS
Grain, Flour and Feed—Wholesale only
Grocers' Specialties
BOARD OF TRADE BUILDING, MONTREAL

JOHN E. TURTON

Wholesale Grocery Broker

MONTREAL

H. D. MARSHALL

Wholesale Grocery Broker

OTTAWA MONTREAL HALIFAX

If you have a business to dispose of, or are in need of efficient help, try a Want Ad. in Canadian Grocer, and let it assist you in filling your needs.

FREEMAN and SHEELY

Wholesale Grocery Brokers

St. Nicholas Bld. - Montreal

MARITIME PROVINCES

C. B. HART, Reg.
Montreal, P.Q.

Grocery and Chemical Brokers
Commission Agents

Schofield & Beer, St. John, N.B.

Commission Merchants

Agents for: Acadia Sugar Refining Co., Ltd., of Halifax, N.S.; W. C. MacDonald, Regd., Montreal, P.Q.; F. W. Berk & Co., London, Eng.; The T. Upton Co., Ltd., Hamilton, Ont.

GAETZ & CO.

MANUFACTURERS' AGENTS AND
GROCERY BROKERS

47-49 Upper Water St., Halifax, N.S.

Just try
how
MacKay's
will sell

You can strongly recommend this delicious wholesome Canadian-made Barley Food.

MACKAY'S PEARL BARLEY FLOUR is without any peer whatever. Gives soups and gravies a delightful flavor. Just the right food for infants and invalids.

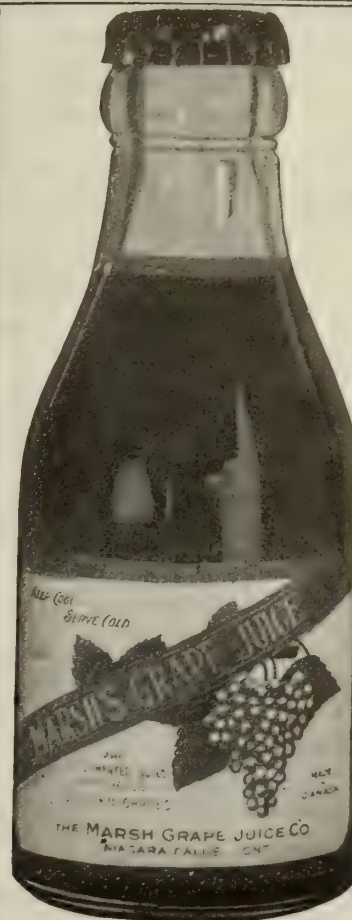
A strong consumer publicity campaign is helping dealers to keep their sales of MacKay's going.

Recommended by Dr. McGill, Ottawa, Dominion Chemical Analyst.

John Mackay Co., Limited
BOWMANVILLE, ONT.



IT'S THE REAL MACKAY



A Customer Pleaser

Marsh's has the Pure Concord Flavor so appreciated by lovers of a quality Grape Juice.

It sells well everywhere and repeats regularly.

The Marsh Grape Juice Company

Niagara Falls, Ontario

Agents:

MacLaren Imperial
Cheese Co., Ltd.,
Toronto, Ont.

Rose & Laflamme, Ltd.,
Montreal, Que.



ALBATROSS BRAND
TRADE MARK

FRESH BRITISH COLUMBIA

PILCHARD

CLAYOQUOT SOUND CANNING CO. LTD.
J. L. BECKWITH, AGENT
VICTORIA - B.C.

DIRECTIONS:
WHEN REQUIRED
DO NOT PLACE THE
CANS BEFORE BEING
OPENED INTO
BOILING WATER
FOR TEN
MINUTES

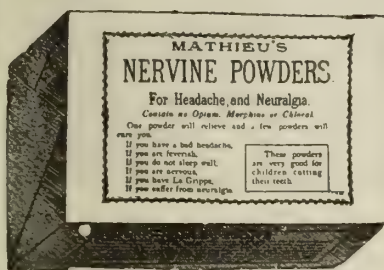
CLAYOQUOT SOUND CANNING CO. LTD.
J. L. BECKWITH, AGENT
VICTORIA - B.C.

Your Customers Will Like
ALBATROSS
BRAND
PILCHARD

It is a wholesome and delicious Sea Food and with the prevailing big demand for fish dealers will find Albatross Brand Pilchards a quick-mover and a good money-maker, too.

Clayoquot-Sound Canning Co., Ltd.
J. L. BECKWITH, Agent
VICTORIA - B.C.

You Can Safely Recommend
MATHIEU'S Syrup of Tar and
Cod Liver Oil



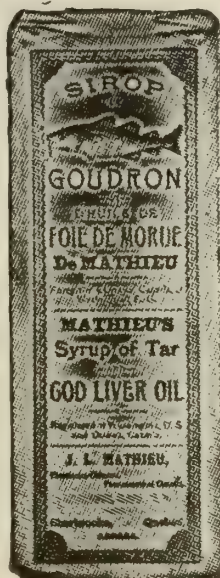
The winter months are particularly suitable for featuring and recommending this sure remedy for winter ailments.

Coughs, Colds, La Grippe, etc., yield quickly when Mathieu's Syrup of Tar and Cod Liver Oil is taken.

Tell your customers about Mathieu's and keep it displayed.

J. L. Mathieu Co.
Proprietors

Sherbrooke - Quebec



Two Cars Jamaica Oranges

For This Week's Offering

We strongly advocate the buying of these oranges, especially when they are so much cheaper than Valencias. They are juicy and sweet, and all good, marketable sizes; refer to this week's price list. Book your orders early, as we do not expect these cars to last throughout the week.

We are in receipt of shipment of No. 1 White Clover Honey, put up in 5-lb. fancy lithographed pails; scarcity of honey necessitates quick buying.

- 2 cars extra fancy Jonathan Apples.
- Messina and California Lemons.
- Choice Yellow Danver Onions.
- Potatoes and various other staple lines.
- Car Winter Nellis Pears.
- Local Grapes, Plums.

If you're not already on our list,
communicate with us.

McBride Bros.

35 Church St., Toronto

Canada Food Control License 3-027, 3-024

"Golden Nut" PEANUT BUTTER

C. & J. JONES, WINNIPEG

Please Mention this Paper when Writing to Advertisers

For the Credit of Canada!

BUSINESS is good in Canada. More men and women are now employed than at any other period in our country's history.

Many millions of dollars are being expended annually in Canada.

A large proportion of this money is paid out in wages—large sums go to our farmers.

Our well-paid workers and our prosperous farmers turn over much of their large incomes to the merchants from whom they obtain their household and personal requirements.

• • •

But there is another side to the picture.

For four long years we have been defended by an army so brave and so well-equipped that it is called, with reason, "The most formidable weapon of its size on any fighting front."

To maintain that army costs money—and the money must con-

tinue to come from the Canadian people.

Not as a gift—but as a loan.

• • •

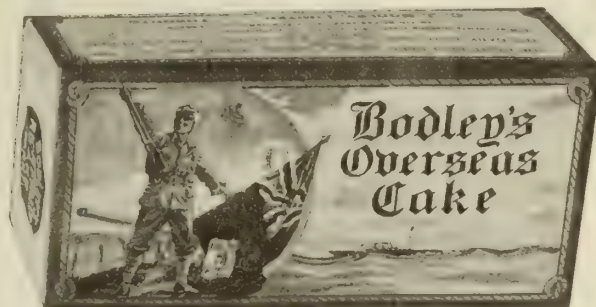
The merchants of Canada must subscribe their share of that loan—must provide their fair proportion of the money that is to maintain our fighting strength, our industrial activity, and our farm prosperity.

You know that Canada cannot continue her splendid effort without money, the super-weapon in this war.

You know that Canada's Victory Loan 1918 provides an opportunity of lending your money to help win the war—and it will come back to you plus a high rate of interest.

**Be ready then—to buy Victory Bonds.
Buy all you possibly can.**

Issued by Canada's Victory Loan Committee
in co-operation with the Minister of Finance
of the Dominion of Canada.



Bodley's Three Favorites for Home Use or Overseas

There is nothing lacking in the quality and the flavor of these products that would tend to make them more popular with the consumer. That's why Bodley's cake and puddings sell so easily and why keen grocers find them such good feature lines.

Wire at our expense for quotations immediately

C. J. BODLEY, LIMITED, TORONTO

Food Control License No. 5-309

\$1 FOR A MAN

Perhaps you want a good man for your office, or store, or warehouse, or for the "road?" Would you pay \$1 to find a good man? Sure you would.

WHAT are you doing about it? We suggest that you advertise in CANADIAN GROCER—condensed advertisement, 2 cents a word. Make the advertisement brief as a telegram; but make it explicit. Tell all the other man wants to know—except your identity in the first instance. Use a box number to hide this.

Some man somewhere would like, probably, to tie up with you,—if your proposition is good. At the same time good men are scarce—very scarce. So you'll have to do some bidding.

This means—keep on repeating the insertion of your advertisement—"until forbid."

It's reasonable to keep on. Hunting for a hard thing to find usually requires a long search. All CANADIAN GROCER can do is to put your advertisement in 5,300 places where men of the type you may want are likely to be found. We can't make men reply to advertisements—any more than the postman can make people to whom he delivers letters reply to them. We're pretty much like the postman.

But we go to 5,300 and more likely places—remember that. No other single newspaper in the world gets into 5,000 Canadian grocery houses. So if you are in dead earnest about finding a man use CANADIAN GROCER. Rates—two cents per word first insertion and one cent per word each subsequent insertion, with five cents extra per insertion when replies are to be sent to Box No. in our care. Address:

CANADIAN GROCER WANT ADS.

153 UNIVERSITY AVENUE, TORONTO

Keen's Oxford Blue

—The Utmost in Quality

Never let your customers forget the fact that you sell and recommend Keen's—the Blue of Blues.

They know Keen's—Good Housewives in every community are familiar with this **first quality blue**. And it only requires a little display—a little suggestion on your part when making up orders—to keep your stock of Keen's Oxford Blue moving briskly.

We will send you a Show Card with large Square and Sailor Boy for your counter free.



MAGOR SON & CO.
LIMITED

191 St Paul St. W., Montreal
30 Church St., Toronto

CEYLON BLACK TEAS

- ☞ We have a large selection of the finest liquoring Ceylon Teas in store.
- ☞ Also some very fine Assam Teas.
- ☞ The prices are several cents per pound under present import cost.
- ☞ Prices will be higher next month.

KEARNEY BROS., LIMITED

TEA AND COFFEE MERCHANTS

33 St. Peter St.

MONTREAL

CANADIAN GROCER

Vol. XXXII.

TORONTO, OCTOBER 18, 1918

No. 42

A Radical Price Experiment

Retailers Compelled to Show Cost and Selling Prices on Goods in Plain Figures—Order Applies Only to Retail Trade—New Order in State of Arizona

EDITOR'S NOTE:—How would you like to be compelled to make known to all your customers and competitors the gross profit on each individual line sold in your store? Supposing you were ordered to mark both cost and selling price on all goods, in plain figures, thus showing your gross profit to your customers. Would you object to such procedure? Commencing Oct. 1 retail merchants in the State of Arizona are compelled, under orders from the State Council of Defence, to mark their merchandise in plain figures, with both the cost and selling price. This action is of great significance. The U.S. War Industries Board is now considering a plan to stamp the wholesale price on all merchandise sold in the United States. The Canadian Fuel Controller has just made it compulsory, through an Order-in-Council, for dealers in gasoline, who sell over 1,000 gallons a month to have posted up in a conspicuous place the cost and selling price of gasoline. The following article, outlining the Arizona plan, and some of the difficulties likely to be encountered, should be read by every merchant, both wholesale and retail. The article is reprinted almost in its entirety from "Printers' Ink," New York, and outlines in a most practical manner many of the difficulties likely to be encountered.

IT is a trait of human nature to believe things are much better way off somewhere. Merchants in Tyler, Texas, complain that their townspeople go to Dallas to spend their money when they ought to spend it at home. Dallas merchants are continually worried at the amount of Dallas money which goes to St. Louis. And in St. Louis it is a big job to keep the moneyed people from doing their trading with the storekeepers on Fifth Avenue, New York City.

Home town people everywhere seem to have an idea that merchants in other places are somehow more up-to-date than the local business men, and sell things much cheaper.

The State of Arizona is so impressed with these things that it is taking matters into its own hands. Beginning October 1 every retail merchant in Arizona must plainly mark every piece of merchandise with the retail selling price, and also the wholesale, or cost price. Arizona folks are about to learn just how much the storekeepers have been profiteering on them all these years.

Talk about retail profiteering is not confined to Arizona. It has been a burning question everywhere since the war began to send prices skyward. It is a burning question with national advertisers.

In a cantonment town in the South there had been constant complaint of high retail prices. Soldier boys said every merchant along Main street raised his prices the moment a man in uniform entered his store. Civilian customers growled among themselves that the retailers were a bunch of grafters who raised prices because the coming of the soldiers had doubled the population of the town, and they had the public at their mercy. The most well meaning storekeeper in town, returning from work on a Liberty Bond or Red Cross committee, might at any time enter his store to find things in turmoil on account of some indignant customer protesting at the prices asked, and demanding to meet the grafting proprietor face to face.

There were so many complaints at last the chamber of commerce advertised that it would welcome any charges

against local business men, and see that any irregularities were adjusted. A committee was named, composed of three leading citizens, and an equal number of army officers, to act as a jury in any case of profiteering.

Accusations of Profiteering

The complaints were varied. One charge was against a clothing firm which had asked 25 cents for a man's collar. The complainant stated that he could buy the same make of collar in any other town at exactly half that price. A soldier boy alleged that he had been charged 7 cents for a package of cigarettes which had sold for a nickel in his home town ever since he could remember. A lady appealed to the committee to make a jeweler refund the \$30 which she had paid for a wrist watch some weeks before, because a friend had told her she could get it cheaper by sending to a Chicago mail-order house. She added that she was tired of a wrist watch anyhow, and believed she would rather spend the money for a fur boa.

An army officer—yes, a real officer with gold hat cord, leather puttees and everything—made a written complaint against the proprietor of a watermelon stand, alleging that he had been charged 10 cents for a slice of watermelon which was less than two inches thick, same being carefully and accurately gauged by a tape measure which the officer carried in his pocket.

All of these complaints are on file in writing at the office of the chamber of commerce of the cantonment town in question. Of the first twenty complaints only one might have been considered a case of profiteering. A soldier had bought a plated watch chain at a pawn shop and had really been charged an exorbitant price for it. The chain, however, was of a widely advertised brand, everywhere sold in first class stores at a uniform price, so the pawnbroker, caught red handed, was compelled to refund the amount overcharged.

In spite of the fact that the vast majority of profiteering complaints proved upon investigation to be baseless, citizens felt the reputation of their town

might be impaired, and a mass meeting of citizens of all classes was held to consider the matter.

At this meeting a professional man proposed a remedy. "Most of the complaints are made by army people," he said, "and that reflects on our patriotism. Our merchants may, or may not, be charging too much for their wares. But I won't discuss that. What we are most concerned with, is the necessity of saving the reputation of our city. What I propose is that our merchants shall give a 10 per cent. discount to all persons wearing the uniform of the United States Army."

To many of those at the meeting the professional man's proposal seemed rather reasonable. But fortunately for the merchants, one of the leading bankers of the town was present. "I am in position to know a great deal about the inside of retail merchandising," said this banker, "because my institution handles the accounts of a great many retailers. The gentleman's discount plan would not work. I speak from personal knowledge when I say that **not one merchant in fifty makes 10 per cent. net profit on his total sales.** When, therefore, you propose to compel a merchant to give a 10 per cent discount to any class of people you are compelling him to sell his goods at a loss. And if carried to its logical conclusion there would come a time when there would be no storekeepers in our town at all, because every one of them would go bankrupt."

The 10 per cent. discount idea was not adopted. Instead, it was decided to appoint a vigilance committee to watch for any cases of overcharging that might occur, and enforce a stern boycott against any storekeeper guilty of such action. So far this has worked well. Frequent stories are carried in the local newspapers regarding the efforts of reputable merchants to keep down prices, and far fewer complaints are made than formerly because the public is convinced that the local people are trying to give them a square deal.

Why It Is Impossible For Merchants To Profiteer

All this has direct bearing on the plan adopted by Arizona, compelling every retail merchant to mark all merchandise with both cost and selling price, so customers may see how much profit they are paying. The writer has recently traveled throughout a large portion of the United States and has everywhere heard that retailers are taking advantage of war time conditions to advance their prices. When the complaints are simmered down it nearly always appears that the complainant believes conditions in his own town are worse than anywhere else. The man who had to pay 25 cents for a collar in the Southern cantonment town believes that the haberdasher back in Rochester N. Y., where he used to live, is still selling them two for a quarter.

Now the question arises—are retail merchants really profiteering? The writer says unhesitatingly that they are

not. And a very good reason why they are not profiteering is because they can't. This is not saying that some merchants would not like to profiteer. But the laws of the game are against them.

A Government expert who had been engaged on a campaign to rid one of our large cities of its plague of rats, recently made a very striking statement. "Rats, or any other pest," he said, "invariably increase to the utmost limit of the food supply."

This statement applies to business men as well as rats. There is no longer any frontier in the United States. Men who are thinking of going into business cannot go out West somewhere and find a town where there will be no competition in their line. Every town in the country is supporting just as many business houses as there is a living for. Some, by extra efficiency, get along well and make money. But every year some drop out of the running.

Now let us see how things would work out if merchants in every line were compelled to take the public into their confidence and tell them what their goods cost at wholesale. A line which sells very rapidly can, of course, be retailed at a very much smaller profit than a line which sells slowly. And, contrary to general belief, goods which are necessities do not always move rapidly. Crockery and furniture are two lines of necessities which not only move slowly, but from their nature are expensive to handle, and therefore must bring a large margin of profit.

A state convention of retail merchants was recently held in a middle Western city of something over a hundred thousand population. One evening after the sessions of the day were over a number of the delegates were sitting around their hotel, and one of them remarked that there was no exclusive crockery store in the city, adding that someone was evidently overlooking a good thing.

A man in the group spoke up. "I live here," he said, "and can tell you about the crockery store business, because I lost some money in that line myself. During the past seven years three retail crockery stores have started in this city, and each one of them has gone broke. And the reason they went broke was because they did not have the nerve to charge enough profit."

"You gentlemen doubtless know," the speaker continued, "that the retail crockery dealer must get a long profit on account of breakage, heavy freight charges and similar expenses connected with the line. But you will probably be surprised at the actual figures."

Customers Would Be Up In Arms If They Knew This

"A retail crockery dealer to come out whole must add 20 per cent. to the invoice cost of an article and then double that sum for his retail price. For example, a set of dishes comes into his store, costing wholesale \$10. He adds 20 per cent. to that, which make \$12. He doubles that amount, which comes

to \$24. And he has absolutely got to get \$24 for that set of dishes or he will be doing business at a loss.

"As I said, three crockery stores have gone broke in this town because they did not realize how much it cost them to do business. Very likely some other man will tackle the proposition, and it can be made to pay if he charges a living profit. But meanwhile the local people have to pay even more than the figures I have quoted, because whenever they want to buy a piece of nice china they have to send out of town for it, and pay heavy express charges."

It may be presumed that this man knew what he was talking about, and that a margin of more than 100 per cent. is necessary in the retail crockery business. But what chance would a storekeeper have with a frugal woman customer when his sales talk had to run something like this: "Here is a beautiful dinner set, Ma'am, in the very latest decoration. It actually cost us \$10; but I can let you have it to-day for the very low price of \$24?" Would the lady tell the neighbors that the crockery man was a grafter? She would.

If the plan of marking wholesale cost were to be carried out thoroughly it should of course apply to every one who sells anything for money. Take the case of a lawyer, for instance, who does a piece of legal work and renders a bill of a hundred dollars for it. His cost would probably be something like \$5.35, which he would have expended for typewriting and buying a lunch for a good witness. But it might be contended that there is no similarity between the business of lawyering and that of storekeeping. One sells service and the other sells merchandise.

In some lines of retailing, however, the dealer sells both merchandise and service. There is a high grade American gentleman's watch which costs the dealer \$50 and retails at \$75. That looks like a pretty nice profit on an article which is not expensive to handle, like crockery or furniture. But when the dealer sells one of these watches he is not through with it by any means. He must give service on it for a year. During that time if the mainspring breaks he must replace it without charge. He must spend his time every few days in regulating the timepiece, because it takes months to get a watch adjusted to the owner's habits. And so, at the end of a year, the \$25 profit which the dealer apparently made has dwindled down to \$5 or \$6. But it would be hard to make a customer see it that way who was getting ready to spend his hard earned money.

Predicted That Agitation Will Be Widespread In Arizona

The plan adopted by Arizona, the newspapers say, is being watched by the Washington Government with interest. It is hoped that the measure will "allay agitation and restore public confidence in retail merchandising."

But won't it work just the other way?

Continued on page 26

Tomato and Corn Prices Announced

Tomatoes Slightly Higher Than Hoped For—Very Fair Pack—
Light Pack Corn—Plums, Pears, Peach
Prices Being Worked Out

NEW prices have been announced on tomatoes and corn, both of which range fairly high. Tomatoes are lower than last year, of course, but not as low as had been expected early in the season. Corn is also slightly easier than last year, but not a great difference is noticeable. Prices on plums, pears and peaches are being worked out and an estimate of what these may be is given below.

Quotations on Tomatoes

Early crop reports on tomatoes were most encouraging and the outlook was for a big pack. The season started fairly early and for about two weeks factories operated at a high production level. Then the weather man stepped in with rain, cold, and no sunshine—the result was obvious. The pack suffered, the period of operation extended over a much longer period than expected and instead of a 100 per cent. pack in record time at comparatively low prices, the result will be about an 85 per cent. delivery and an increased cost which shaves the margin on a 20c retail basis down pretty fine. Booked orders are being taken care of at as low as \$1.92½ per dozen for 2½s, and this is likely to be about as low a figure as will prevail.

Light Pack Corn

The output of corn was about equal to earliest reports, it being estimated delivery will be about 35 per cent. Here again the weather man played pranks. June and July gave little promise of a corn crop, but favorable August weather showed a phenomenal improvement in the condition of the field crop with the result that optimistic reports were heard on all sides. But it was not to be, rain, cold and no sunshine proving factors to put a crimp in operations on corn. Earliest quotations available show \$2.20 per dozen for 2s as figure likely to rule.

Beans and Succotash

Prices were given out on beans recently and range for the Golden Wax, Midget, 2s at about \$2.40; Golden Wax, 2s, about \$2.00 to \$2.10; and Green Refugee, 2s, about \$2.00 to \$2.10 per dozen; the delivery will run about 25 per cent. Succotash, 2s, will probably range round \$2.20 to \$2.25 per dozen.

Plums, Pears, Peach Prices Being Worked Out

Definite figures are not yet available on plums, pears and peaches, but these are now being worked. What the delivery will be on these has not yet been ascertained. Indications are that Lombard plums, 2s, L.S. will range around \$1.95 to \$2.05 per dozen; 2s H.S. around \$2.15 to \$2.25. Tse L.S. Damson plums,

2s, will likely figure out at around \$1.95 to \$2.05 per dozen, and the H.S., 2s, at \$2.15 to \$2.25. Greengage plums are slightly higher, indications being that 2s L.S. will sell at about \$2.10 to \$2.20 and H.S., 2s, at \$2.35 to \$2.45 per dozen. Pears are very strong, too, the outlook for the Bartlett 2s being on a \$2.75 to \$2.85 per dozen basis and 2½s at around \$3.50. Yellow peaches, 2s, seem likely to be up around \$2.75 to \$2.90 per dozen, 2½s around \$3.50, while the 2½s pie peaches will not run much, if any less, than about \$2.75 to \$2.90.

These prices all show substantial increases over last year's figures, but were generally expected owing to high

prices of the fresh fruit, the comparatively small crop and increased manufacturing costs, including labor, containers, labels, boxing, etc.

WILSON MILLS, FERGUS, REOPEN

The Wilson mills, Fergus, Ont., which were burned about a year ago, have been rebuilt and equipped with new and improved machinery for the manufacture of oatmeal and other cereals. They will be in operation immediately.

John Simpson, sales manager for Chase and Sanborn, is confined to his house through illness.

F. G. O'Grady, general manager of the Atlantic Sugar Refinery Ltd., is this week away from his desk through illness.

S. T. Nishimura, Vice-President and a Director of the Meiji Trading Co., Ltd., arrived at New York. It is expected that Mr. Nishimura will visit several Canadian points before his return.

New Regulations Govern Sale of Flour by Millers

Millers Are Responsible For Seeing That All Sales of Flour Must be Accompanied by 25% of Substitute Flours—These Substitutes Enumerated—When Order Becomes Effective

Order No. 67 just promulgated by the Canada Food Board imposes a number of new conditions on the sale of flour and cereals by the mills. This regulation makes it imperative for the mill to provide substitutes with every sale of flour made. Mills not manufacturing substitutes are required to order and to assure themselves of the delivery of sufficient quantities of substitutes from some other source to cover the Food Board requirements.

The regulation is as follows:

Wheat Flour Substitutes

1. This Order shall become effective:
 - In the Province of Ontario and Quebec on the 12th October, 1918.
 - In the Provinces of Manitoba, Nova Scotia, New Brunswick and Prince Edward Island on the 14th October, 1918.
 - In the Provinces of Alberta and Saskatchewan on the 16th October, 1918.
 - In the Province of British Columbia on the 17th October, 1918.

2. In this Order—

"Substitutes" when sold to bakers for use in their bakeries shall mean pure and wholesome barley, rye and corn flour and oat products; and when sold to wholesalers, retailers and consumers shall mean pure and wholesome barley, rye, oat and corn flour.

"Consumers" shall include any person buying for consumption but who does not sell the flour or the product thereof and without restricting the generality of the foregoing shall include hospitals, public and religious institutions, farmers' clubs and co-operative societies, where the purchase is made direct for distribution to the members of the club or society.

"Wheat flour" shall mean Government Standard wheat flour.

3. No miller shall sell wheat flour to any person who does not, at the same time, purchase from him substitutes in the proportion of one pound of substitutes to every four pounds of wheat flour.

Provided that a miller may deliver wheat flour without substitutes to wholesale dealers who have received permission from this Board to purchase wheat flour without substitutes, and to manufacturers of bread, biscuits and alimentary pastes for use in their factory only.

4. No dealer shall purchase any wheat flour who does not at the same time purchase substitutes in the proportion of one pound of substitutes to every four pounds of wheat flour, except such dealer holding a permit and such manufacturer for use in his factory only.

5. No miller shall in gristing deliver the grist to, or exchange flour for wheat with, any person who does not, at the same time, purchase or take from such miller one pound of substitutes to every four pounds of wheat flour received as grist or in exchange.

6. A wholesale dealer whose sales of flour during the year 1917 amounted to 100,000 barrels or more may make application for a special permit to purchase wheat flour without at the same time purchasing substitutes if such dealer furnish the Canada Food Board with invoices showing purchases of substitutes.

7. Millers will be deemed to have fulfilled the conditions of Clause 3 if with each shipment of wheat flour they ship the required amount of substitutes or if they order from a manufacturer of, or dealer in, substitutes and ensure delivery to the purchaser of the required amount of substitutes that otherwise should have been included with the shipment of flour.

8. No miller shall manufacture substitutes without first having obtained a permit from the Canada Food Board.

On and after 15th November, 1918, no miller shall offer for sale and no dealer shall deal in substitutes unless the package containing the same is plainly marked with the permit number of the manufacturer.

9. Anybody violating any of the provisions of this Order is guilty of an offence, and shall be liable on summary conviction before Police Magistrate or two Justices of the Peace to a penalty not exceeding one thousand dollars and not less than one hundred dollars; or to imprisonment for a period not exceeding three months, or to both fine and imprisonment.

Where the proceedings in any case in which a fine is imposed under the authority of these regulations are instituted at the instance of any municipality, or any other officer of a municipality, the fine shall be paid to the treasurer of such municipality, to be disposed of as the municipality may direct from time to time. And where such proceedings are instituted at the instance of, or by any provincial officer, such fine shall be paid to the provincial treasurer, to be disposed of as such treasurer may direct from time to time.

CANADIAN GROCER

MEMBER OF THE ASSOCIATED BUSINESS PAPERS
ESTABLISHED 1886

The Only Weekly Grocer Paper Published in Canada

JOHN BAYNE MACLEAN - - - - - President
H. T. HUNTER - - - - - Vice-president
H. V. TYRRELL - - - - - General Manager

THE MACLEAN PUBLISHING COMPANY, Limited

Publishers of Canadian Grocer, Hardware and Metal, The Financial Post, MacLean's Magazine, Farmers' Magazine, Dry Goods Review, Men's Wear Review, Printer and Publisher, Bookseller and Stationer, Canadian Machinery and Manufacturing News, The Power House, The Sanitary Engineer, Canadian Foundryman, Marine Engineering of Canada.

OFFICES

CANADA—Montreal, Southam Bldg., 128 Bleury Street; Telephone Main 1004. Toronto—143-153 University Ave.; Telephone Main 7324. Winnipeg—1207 Union Trust Bldg.; Telephone 3449.

UNITED STATES—New York—R. R. Huestis, Room 620, 111 Broadway, New York; Telephone 8971 Rector. Chicago—A. H. Byrne, Room 900, Lytton Bldg., 14 E. Jackson St., Telephone Harrison 1147. Boston—C. L. Morton, Room 733, Old South Bldg.; Telephone Main 1024.

GREAT BRITAIN—London—The MacLean Company of Great Britain, Limited, 88 Fleet Street, E.C. E. J. Dodd, Director, Telephone Central 12960. Cable Address, Atabek, London, England.

SUBSCRIPTION—Canada, \$3.00 a year; Great Britain, South Africa and West Indies, 12s. 6d. a year; United States, \$3.50 a year; other countries, \$4.00 a year. Single copies, 10c., invariably in advance.

PUBLISHED EVERY FRIDAY

Circulation of Canadian Grocer has been audited by the Audit Bureau of Circulations. Copy of report will be sent to anyone interested.

Vol. XXXII. TORONTO, OCTOBER 18, 1918 No. 42

NO WEAKNESS

NOW that President Wilson's reply to the German peace proposals has been made public, it becomes evident that the Allies stand united in their peace demands, and that no patched up peace is within the realms of possibility. Now that the war has gone so far, it must be fought to a conclusion that can only come with a change of heart and not merely a change of terms on the part of the enemy.

Much as the world desires peace, it can be purchased at too great a price. Peace now must be built on so sure a foundation that no power-crazy monarch or people can ever again bring about so bitter a calamity.

Whether the German peace proposals were intended to result in peace, or were merely another form of Teutonic diplomacy we cannot know; probably failing the acceptance of the terms of the proposal, they hoped at least to gain by a slowing up in allied activities.

If there is any slackening in allied efforts, something at least they will have attained. Everyone who is a little more careless about the food restrictions, or who is a little less enthusiastic over the coming Victory Loan, because they think the end is near, is playing the Kaiser's game. We are in this thing to a finish. Let us be sure to finish strong.

NOW IS THE TIME.

THE campaign to limit the consumption of tin grows in volume and enthusiasm among our neighbors across the line. Manufacturers and wholesalers seem to be vying with one another to help in this important movement. They are uniting with the Food Control Board to meet a situation before

it becomes so desperate as to require desperate remedies.

Canadian manufacturers may as well face the situation. Canada is dependent on the United States for supplies, and it would be more than humanly generous if they would give to Canada supplies sufficient to meet our present needs while limiting themselves so rigidly. Some changes are bound to come, and it will be better to make them now as a matter of free will than to make them later when it has become a necessity.

THE MERCHANT CAN HELP THE VICTORY LOAN

MR. MERCHANT, the success of your business in the coming months in a large measure is dependent on the success of the Victory Loan. If this loan should prove a failure, such a failure will unquestionably have a depressing effect on business, and a depression in general financial business will assuredly react on the retail merchant.

We do not feel that there is need to call this loan to the attention of the wide awake merchant himself. If he is worthy of the name of merchant, he must realize that this untaxable loan, yielding 5½ per cent. interest, and guaranteed by the government of the country to which he belongs, is the best investment he could possibly make. We are confident that the retail merchants of the country will, in their own interests, buy as heavily as their resources permit of this splendid security.

But the merchant can do more than that. He can aid the sale of bonds among those who are not so well qualified as he to realize the value of these securities. He can arrange window displays with cards calling attention to the Victory Loan. He can decorate his store with campaign posters. He can sell the Victory Loan idea to his own clerks, pointing out to them the value of the securities, and suggesting the Loan as a wise investment. More than all he can urge upon the clerks that they keep this matter to the fore in talking to customers. The store decorated with Victory Loan literature makes it easy for any clerk to introduce this subject in conversation. And these conversations may be the result of drawing it to the attention of some people who might otherwise not be brought under the influence of this campaign.

This is a way in which you can help, Mr. Merchant. Help your country, help your customer and help yourself.

OFTEN the race is to the rank outsider, on whom the victims somehow neglected to place their coin.

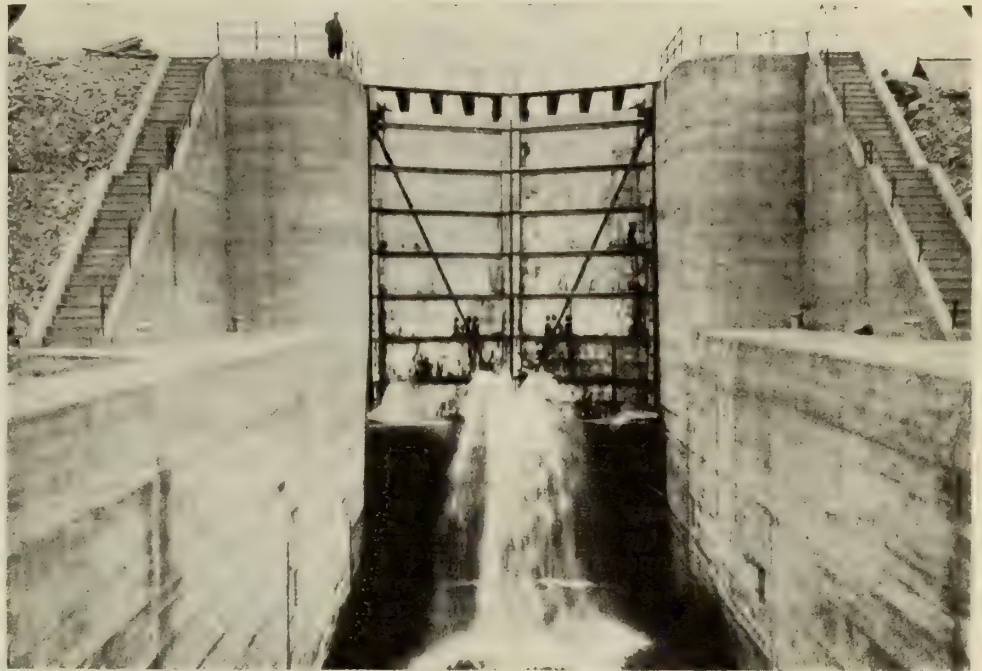
* * *

U. S. has placed soft drinks, pianos, corsets and cof-fins on the non-essential list. Well, as a matter of fact, there's a lot of folks around who have got along without any of this stuff.

Current Events in Photograph

LOCKS ON THE TRENT CANAL

Picture shows the upper lock of the Trent Canal at Hailey's Falls, Ont. The lift here is 27 feet. The canal has only recently been placed in operation, and connects Peterboro and Trenton. Further work is in progress which will make it one of Canada's most important waterways.



TRAGIC DEATH OF MARSH BROTHERS

John and Henry Marsh, members of the Stamford Park Winery Company, met a tragic death last week in seeking to rescue two workers who were overcome with fumes while cleaning out an empty vat at the company's plant at Stamford. The vat, which is 25 feet deep, was being cleaned out to allow of it being filled with new wine, and the two Russian workmen were sent down to work. Joseph Marsh noticed the men were acting strangely, and descended into the vat to see what was the matter. A little later Henry Marsh, wondering at his brother not coming up, looked into the vat and saw the three men at the bottom of the vat had been overcome. He jumped in to rescue his brother, and immediately the fumes caught him, and he was soon as helpless as the rest. Men nearby were powerless to help the doomed men, and had to see them slowly die. Their bodies were recovered with difficulty. Both the Marshes were married and leave wives and children.

RESTRICTIONS ON EXPORT SHIPMENTS OF MILK AND CREAM

"The Food Board has instructed the Custom's collectors by authority of the department, to restrict export of milk and cream to the maximum shipped during the week of Sept. 30, and to refuse exports to non-regular shippers during that period. All shippers must apply to the board for export permit through the Customs Collector."



THE LATE W. H. ESCOTT

PROMINENT WESTERN BANKER DIES SUDDENLY

WINNIPEG, Oct. 16.—By wire.—W. H. Escott, a well known figure in the Western grocery trade, died Tuesday of this week. Mr. Escott was attacked by influenza, which developed into pneumonia which ended fatally after a week's illness. The late Mr. Escott has been associated with the grocery business practically all his life. He was born in Ontario in 1870 and started in his business career as a clerk with J. H. Bogart, Chatham, Ont. Following that he became a traveller for T. B. Escott and Co., London, Ont. He came to Manitoba some years ago and started a brokerage business with Joseph Carman, later Escott and Harmer. The

firm was incorporated as W. H. Escott Co., Ltd., in 1913. The firm has branches in several different cities of the west. T. B. Escott of London was at his bedside at the time of his death.

AN ERROR CORRECTED

In the advertisement of the Clayoquot Sound Canning Co., Limited, on page 46 of the British Columbia number, October 4, an error appeared. The words "Hand picked" should, of course, have been "Hand packed." The trade would no doubt recognize this error immediately. CANADIAN GROCER regrets its occurrence.

CUSTOMS LICENSE SUFFICIENT FOR IMPORTS

The Department of Customs for Canada has just issued the following memorandum on restricted imports.

To Collectors of Customs:

Referring to Memo. 2238-B, concerning restricted imports into Canada, it will be sufficient for importers to procure a license from the Customs to import the following liquors when containing more than two and a half per cent. of proof spirits, without a permit from the Canada Food Board, viz.:

Amylic alcohol or fusel oil.
Ale, porter, lager and other beverages.
Lime juice and other fruit juices.
Liquors, malt or other.
Wines.

John McDougald,
Commissioner of Customs

Wanted: Schedule of Normal Margins

The Science of Retailing Needs This Forward Step—No Such Schedule Available, Merchant Must Develop One For Himself—A Word on How to do This

By Henry Johnson, Jr.

I HAVE received the following pertinent inquiry from a Western Province, with its pointed suggestion of the need of more science in our methods of fixing margins.

Gentlemen:—I have just received and read with interest Mr. Johnson's article which covers the ground of figuring margins and profits by a method in which I concur—the only reasonable and safe method as I see it. But the point of what margin to each item, in order to get the desired result for the year—or rather to get the right and just price level for each item, based upon its ratio of turnover—has been a matter of guess rather than a definite basis on which to figure our margin.

"For instance, if we sell twenty cases of corn a month average, for the year, what might be the expected turnover or rather amount of tomatoes, corn starch, ketchup, etc., on an average grocery stock? Has such a figure been gathered, and is such a list of figures available from any source? If so, I would like to get in touch with it. Mr. Johnson's statement that canned corn "should show 22% to 25%" gross margin infers that the figures are available as applied to the grocery list generally. I would be much pleased to be put in touch with such information."

No! so far in my travels and readings I have found nothing such as my friend asks for; but now that he has brought up the question, I see no reason why a start should not be made. My method was the result of experience and detailed study, just as it is with other grocers, based, however, on the one knowledge of certain fundamentals. For example:

Must Offset Average Expense

We know the average expense in our several businesses; or, if we are beginners, we can ascertain that expense averages about 16-17%. Next we know that a considerable proportion of what we handle bears a total gross margin insufficient to cover that expense, the total of such "non-profit" goods varying, according to locality and kind of business, from perhaps 30% of the total turnover to 45%. Hence, we must get pretty much "all the traffic will bear" on the 55% to 70% of our turnover on which a margin wide enough to cover expense and leave a profit, can be obtained.

What, then, is the thought ever uppermost in the intelligent retailer's mind? This: What margin can I hope to get on this article—whatever it may be—and yet not slow up or stop its sale beyond a wholesome degree?

I put it that way for the very important reason, that we always are in danger of the error that we must sell as cheaply as our neighbors—that, if our prices be higher, he will get the business and we shall lose it. Hardly anything could be

further from the truth because merchants sell a lot of things besides merchandise, and those things are classed together generally as "service." Whether I can get more for an article than you can will depend on whether I deliver more acceptable service with the article or not, and the line of distinction is one difficult to draw between merchant and merchant. It is so impalpable, sometimes, that the customer, asked for her reason for trading with Smith instead of Brown says: "Oh, I just like it better at Smith's."

Two Grocers "Side-by-Each"

Here is an example from real life, every detail literally true: Two grocers operated adjoining stores. Their back doors and front entrances were side by side. They operated in perfect harmony though one ran a high-grade, maximum service store and knew his business like an instinct, while the other operated just a better-than-ordinary store. They interchanged stock freely. Smith was the high-grade man, Brown the ordinary grocer.

Both carried Black Diamond salmon, which was a staple seller in that town. Prices got up where 15c no longer yielded a normal margin, according to Smith's ideas, so he made the price 18c on halves. Brown came in to buy some, noted the price and said: "How can you do that—I cannot," Smith was polite about it—but what better exemplar could one find? Here was a free-selling staple; two stores side by side; one getting 16 2-3% more than the other; and incidentally, selling five times or over as much as the other.

There must have been something about Smith's "ways" that customers liked.

Food Administration's Experience

There is something very apposite and interesting in the attitude of the United States Food Administration as just announced by Mr. Hoover. He says that grocers must so gauge their margins that the poor shall be able to obtain the staples of their diet—sugar, potatoes, onions, wheat and other flours—at the lowest possible cost. Beyond that, grocers can charge their normal customary margins; and, for the high grade products, the idea is to "go as far as you like," on the theory that consumers who demand high grade, fancy products, have the wherewithal to pay—and should pay.

This attitude is peculiarly interesting since it shows clearly that what study those men have given to the problem of food distribution has led them to conclude that the grocery trade already has automatically arrived at a just estimate of its value to the various committees served; for that is precisely the plan we have operated on all along.

If the more advanced idea, that grocers should be trained and that only those should be permitted to serve the

community who are able to pass certain rigid examinations as to knowledge and minimum financial ability to promise successful service; and that true conservation demands that grocers' hours of business be limited to nine daily, with none on Sundays and legal holidays—great good must come from it; also the community will be served better and more cheaply—all things considered.

In the absence of the kind of data my friend asks for, the only thing the grocer can do is something like what I have always done. I have fixed my minimum margin, on any staple article aside from those which custom has decreed must be handled below cost-margin, at 20%, for that, I figured, yielded me the minimum net profit of 3 1/3% over expenses. Then, on every other kind of article, I have considered several factors. There is the general question of bearing a share of the deficit on the low-end merchandise, say 3%; the question of its semi-perishable character, or its seasonal limitations, anywhere from 2% to 5% more; then whether it is of such character as makes it a slow seller to a limited range of consumers, 3% to 5%; next, what that kind of customer will be willing to pay—"all the traffic will bear"—another 2% to 5%; lastly, whether the sum of previous computations lands us on a psychologically unfortunate price, and the needful adjustment.

Take canned white cherries costing \$2.65 the dozen, and we find that 35c is the correct selling price by this method, on this schedule:

Basic margin, 20%; off-setting margin, 3%; perishable character is limited to soiled labels and shelf-damage because otherwise non-perishable, hence 2% on this count; slow seller, maximum, because only a comparatively few want it—so 5%; then consumers of canned white cherries of such grade are able to pay—also willing, indeed, would suspect inferiority if not charged enough—hence 5%, so 35%, which will yield a trifle over \$4.00 the dozen, and then 35c is a better psychological price than would be 34c, so we get it, and then we make very nearly 37%.

Peeled apricots are similar, but in lesser degree, and a 34c price would probably induce so much heavier a turnover as to justify the concession, 34c being so much cheaper looking than 35c as well as conveying the suggestion that you have figured closely. There is value in suggestion that is not so palpable as to show the machinery.

All these things are the result of thought, study and experience, and each merchant must derive his own experience from his own store; but soon such things become mechanical and one knows intuitively about what a suitable margin in his own business, applied to certain lines, can be.

CURRENT NEWS OF THE WEEK

Canadian Grocer Will Appreciate Items of News from Readers for This Page

Maritime

Apparently as a result of the advice given by Frank Stockdale at the Business Men's Institute last week, the retail advertising in the St. John papers showed a considerable increase in volume this week.

Business throughout New Brunswick has been affected but little by the influenza situation. As a preventative measure, rather than because the disease has secured any serious hold on the province, the Department of Public Health has ordered the closing of all churches, schools, theatres and other places of amusement, and has passed other restrictive regulations. There has been no panic over the possibility of an epidemic and business continues as usual.

Application has been made to the city of St. John by a New York concern which seeks a harbor site for a molasses distributing depot. Their plan is to bring molasses to St. John from the West Indies in tank steamers, pump it from the steamers into storage tanks, and from the tanks fill suitable packages for rail distribution throughout the country. It is said that this method of transportation would effect a considerable economy in freight charges and also eliminate the waste from leakage during the sea voyage. The city has offered a suitable site with wharf, warehouse and railway accommodation.

T. H. Estabrooks, of Red Rose Tea, who is acting as chairman of the provincial Victory Loan committee, believes in applying business methods to any project in which he is interested. He argued that commercial travellers as trained salesmen would make the best salesmen for Victory bonds. In order to enlist their help he had extended invitations to several hundred commercial men to meet him in St. John to lay out a campaign in which they could take part. The health regulations prohibiting meetings on account of the influenza epidemic made it necessary to cancel this arrangement but other plans are being arranged to secure the fullest co-operation of the travellers.

The advantages of the co-operative delivery system were laid before the members of the St. John Retail Merchants' Association, at a meeting held this week, by J. A. O'Donnell, Cleveland, Ohio, of the National Delivery Men's Association, who is regarded as an expert in this work. Mr. O'Donnell explained the system as worked out in other places and told of the success attained, not only in effecting a saving of from twenty-five to fifty per cent. in delivery costs but also in actually giving



Edmund Le Roy Arnold, who was a member of the staff of the G. E. Barbour Co., Ltd., before going overseas with an artillery unit, has been killed in action.

Herbert Walter Wright, a valued employee of Jones Brothers store in Apohaqui, N. B., before enlisting in June, 1916, was killed in action on September 14.

Percy L. Wheaton, a clerk in Harry Smith's grocery store, West St. John, before enlisting, is reported dangerously ill in a hospital in France.

better service, as the result of co-operation and systematization. At the close of his address several members spoke strongly in favor of the establishment of such a system and it was decided that the matter be given serious and detailed consideration at the next meeting of the association. The thanks of the merchants present were extended to the speaker by F. W. Daniel, president of the association.

Quebec

Mrs. Cyrille Larose, Quebec city, has sold her assets.

J. R. Biron, general store, Notre Dame Des Anges, assets sold.

J. A. H. Chevrier & Co., general store, Regaud, have dissolved partnership.

Beland & Veillet, general store, St. Thecle, have dissolved partnership.

Ontario

Gubb Bros., Toronto, have dissolved partnership.

Sheppard & Co., grocers of Clinton, has suffered fire loss.

J. W. Collier, Sarnia, has been succeeded by Cook & Meryshall.

Mrs. John McRoe, Mooretown, has sold her general store business to Nyall & White.

Hugh Fraser & Son, general store, Winchester, have been succeeded by C. A. Coons.

Ross & McQueen, grocers and butchers, Port Dover, have been succeeded by McQueen & Cromwell.

R. H. Brown & Co., general merchants, Latchford, Ont., have sold their store building and business to Ira D. Bradley.

A provincial charter has been granted to the Alliston Milling & Manufacturing Co., to deal in all kinds of grain and foodstuffs, and for the manufacture of flour and cereals. The head office of the company will be in Toronto.

Vandervoort Bros., who for some time have conducted a general store business in Eldorado, have purchased the business of C. E. Redden & Son, Harrowsmith, and are now doing business in the latter town, having discontinued their business in Eldorado.

Western

Geo. Clayton, butcher, Austin, Man., has discontinued business.

Ferguson & Miller, butchers, Melville, Sask., are discontinuing business.

P. Ellis, Rockhaven, Alta., has sold his branch store to L. Schaffer.

S. Whitewell, butcher, Conquest, Sask., has been succeeded by Proctor Bros.

G. Finnbogasson, grocer, Winnipeg, has sold his stock to J. S. Gillies.

John A. Cheyne is now calling on the Winnipeg trade for Tees and Perses, Ltd.

J. F. Crosby, general store, Darlington, Man., has been succeeded by A. H. Pye.

There has been a change in the partnership of the Central Grocery, Winnipeg.

J. S. Castle, butcher, of Delisle, Sask., has been succeeded by the Empire Meat Market.

Morrow & Ellis, general store, Mikado, Sask., has been succeeded by W. H. Morrow.

S. W. Brunt, general store, Bladworth, Sask., has been succeeded by M. Marquson.

Eugene Mousset, general store, Laurier, Sask., has been succeeded by C. R. Terrillon.

A Manitoba license has been granted to Gordon Ironsides & Fares, packers Ltd., Winnipeg, Man.

The Stanley Cash Stores, grocers, Winnipeg, has sold their Weston branch to John R. Gardner.

The Hague Trading Co., general store, Hague, Sask., have dissolved partnership, Jacob Karasov continuing.

H. C. Leggo, Keddlestone, Sask., is renting his store at that place to the Park Lumber Company. This company has also purchased his grocery stocks. The balance of the stock of the store, along with the stock of the Bethune, Sask., branch he is moving to Kenaston, Sask., where he has rented the store at present occupied by Haas and Manning. These changes become effective Nov. 1.

Maycock & Toms, Ltd., wholesale fruit dealers, Winnipeg, are quitting the small fruit business, but intend to handle

fruit in carload lots from the grower to the merchant. They are giving up their warehouse at 137 Bannatyne ave., and will open an office at 141 Bannatyne ave., under the same name. Following their recent fire, it was decided to suspend the small fruit trade till after the war. A. T. Maycock is at present at Vinemount, Ont. He is president of this company. H. E. Toms will remain in Winnipeg for a while, but will later go to Ontario.

HALIFAX MERCHANT PASSES AWAY

George Richardson, grocery and provision merchant of 811 Barrington street, Halifax, N.S., died recently after a long illness. Mr. Richardson was another victim of the explosion of December 6th last. He lost a son in that disaster and has been ailing ever since. He was a very active member of St. Patrick's parish, where his death will be deeply regretted. He was a man of genial disposition, good qualities, and well liked by all with whom he came in contact. In politics he was a staunch Conservative and a leading worker in Ward 5, and always took a deep interest in politics in the city. He leaves a widow and one daughter, Mrs. Clifford Paul.

B. D. ROGERS, PROMINENT MERCHANT AND MAYOR OF STELLARTON, N.S., DIES

B. D. Rogers, mayor of Stellarton, N.S. and wholesale manufacturer of biscuits and confectioner, died at that place after being ill for some time past. No man could be more intensely loyal to his town than was the late B. D. Rogers. He served repeatedly as mayor and always improved the condition of Stellarton from a civic and financial standpoint, and through his efforts earned the gratitude of his fellow citizens. He was always an enthusiastic worker for the cause of temperance and was an organizer for teetotal societies. He also carried on a wholesale and retail grocery business in Stellarton.

JAMES MCLAUCHLAN HONORED BY MANUFACTURERS

At a recent meeting of the biscuit and candy producers branch of the Manufacturers' Association held recently in Toronto, James McLauchlan of Owen Sound, Ont., was elected life president of the branch and at the same time presented with a handsome oil painting of himself, as an indication of the esteem in which he was held by the Association.

GRAND RIVER MUNICIPALITIES UNITE BOARDS OF TRADE

Following a luncheon to the Minister of Labor at Brantford, Ont., recently Board of Trade representatives from several Grand River municipalities adopted a resolution, moved by John Harold, M.P., Paris, and seconded by John Bain, Woodstock, calling for the organization of a united Grand River

trade board organization. The officers elected were: president, J. H. Hancock, Galt; vice-president, J. S. Martin, Port Dover; secretary, Wm. Debus, Kitchener. The purpose of the new organization will be action in regard to Port Dover and other harbors, pure gas, Grand River improvement, and better transportation.

A RADICAL PRICE EXPERIMENT

Continued from page 20

Any man who has ever sold goods at retail can imagine what real, sure enough agitation will take place when a customer looks at the tag on a wardrobe trunk and sees the wide gap between cost and selling price. And to look at a similar tag on a dining room table would certainly destroy any confidence in retail merchandising that such a person ever possessed.

But such margins have to be maintained if a storekeeper is to stay in business. There is an average profit on every line of merchandise which has been found correct by years of experience, and the success or bankruptcy of ten thousand merchants.

Retail profits adjust themselves automatically. All the storekeepers in a town might illegally get together and raise their prices 5 per cent. But before the end of the month some merchant in a nearby town, hearing of it, would open a branch store in their midst with prices at the proper level and take all their business away.

The laws of the Medes and Persians have nothing on the laws which inexorably dictate the percentage of profit which a merchant may put on his goods.

If he puts on too long a profit his competitors cut under him and he goes broke from lack of patronage.

If he puts on too short a profit he goes broke through the activities of his creditors.

Will Plan Work?

The Arizona State Council of Defense is very hopeful that the measure will check profiteering, restore "public confidence in retail merchandising" and allay agitation. Business men, however, are not so enthusiastic about the plan. They can't see how it can be equitably enforced, but if it is enforced they are afraid it will play havoc with business.

As simple as the Arizona plan may seem to its projectors, it is very likely that human nature will nullify it. The public is not a competent judge of how much profit a business man should make. Not possessing all the facts, it is not in a position to give an unprejudiced opinion.

On many products retailers aim to make a gross profit of 33 1/3 per cent on the selling price. That means a gross of fifty cents on a \$1.50 article. But if a retailer were to state openly what his profit is, he would be waving a red flag in the face of his customers. Most of them would not believe that his net out of that fifty cents was only five cents or perhaps less. In many

cases, despite the large gross, the transaction may show an actual loss.

People as a whole, have no conception of how much it costs to do business. That a merchant needs 30 to 40 per cent. gross on many products in order to come out even taxes the credulity of people who are inexperienced in running a business. Among farmers there was at one time a widespread belief that if a merchant got 10 per cent. above the delivered cost of his goods, it ought to have been ample.

Another objection to the Arizona plan is that people will expect to find uniform profit margins marked on goods. They won't be able to understand why one thing must bear a higher margin than something else. As a matter of fact, though, merchandise has to be priced according to its salability. Goods that turn slowly must bear a higher margin than those that turn rapidly. A number of other factors influence mark-ups. As at present conducted, successful merchandising consists in being able to strike a happy average.

Having a merchant's profit appear on the goods will incline many persons to haggle with him to get it reduced. If the margin appears ample, people will have a good excuse to ask for a cheaper price. Knowing the seller's profit they will shop for a low margin as well as for a low price. This will inevitably lead to price cutting. Each merchant will want to have the profit that he asks lower than that of his competitors. The further fact that retailers do not always buy their goods at uniform prices would lead to other unpleasant complications.

Theoretically, of course, there is much to recommend this ruling of Arizona's War Council. It will be a fine arrangement for showing up the fellow who cuts the prices of well-advertised products and then makes up his loss by charging enormous prices for unfamiliar goods. The scheme will expose the shortcomings of the careless buyer and the indifferent manager. But the chances are that if the ruling is strictly enforced it will in some respects hit the efficient as well as inefficient.

If we were living in an age of absolute standardization this Arizona plan might work smoothly. If prices, qualities and everything else about a product were completely standardized retailers would have to operate on a uniform margin, and then of course there would be no harm in making it known to the public. But as it is there is still too much individualism in business despite the wide socialization that the war has caused to permit this Arizona idea to function easily.

If these dilettante economists insist on enforcing their ruling there is one way the Arizona merchants can lighten the blow, and that is to advertise steadily to their customers what their cost of doing business is. Let them explain their service and tell what it costs them to support it. If it is necessary to make public the gross profit, why not make public the many expenses that eat up that profit,

Enquiry Department

WHEN you become a subscriber to CANADIAN GROCER this is part of the Service you buy. We are glad to be of any assistance to our readers and enquiries are solicited. Cut out the coupon at the bottom of page, fill out and mail to us if you want to know where to buy a certain product, agents for any particular line, manufacturers of a special article, etc.

RE GRAHAM FLOUR

Is it necessary for me to sell substitutes with Graham flour?

J. H. REID,

Howarden, Ont.

Answer—No. The part of the Act bearing on this point reads: "No licensed dealer shall sell to any person for private consumption . . . any white or standard flour who does not purchase from him substitutes in the proportion of not less than one pound of substitutes to four pounds of white or standard flour." Graham flour is neither white nor standard flour and consequently does not come under the operation of the Act.

* * *

COAL OIL AND KEROSENE

Is there, or has there ever been any difference, either commercially, chemically or in any other way between coal oil and kerosene?

Coal oil is, I believe, still called kerosene in the States, but I have been informed that true kerosene to-day differs in density in the flash test, and is more explosive than the coal oil in general use in America to-day.—Sawyer Bros., Marden, Ont.

Answer.—Commercially there is no difference between kerosene and coal oil. The term kerosene is used altogether in the United States. One firm when establishing their brand in Canada some years ago used the term but found the people as a whole didn't appreciate what kerosene was. The result was they adopted the name coal oil and have used it ever since. There are some "lighter" grades of kerosene sold on the other side which might show a difference in density or flash test such as you mention.

However, commercially, which is the main factor for Canadian trade, there is no difference between coal oil and kerosene.

* * *

NO LIMIT TO SELLING PRICE OF FLOUR

Is there any limit to the retail selling price of flour, and if so, what is it?—W. R. Wood, Turriff, Ont.

Answer.—There is no limit on the selling price. The only limit on the sale of flour, is that no merchant shall sell more than 14 days' supply except in cases where the purchaser is living at a considerable distance from the store, and that he shall sell one pound of substitute with every four pounds of flour.

* * *

MANUFACTURERS OF CROCKERY

Will you kindly give me the names of some firms where I can get a general supply of crockery and delft ware.—H. Pushinsky, Shallow Lake, Ont.

Answer.—Toronto Pottery Co., Toronto; Belleville Pottery Co., Belleville; Foster Pottery Co., Hamilton; R. Campbell's Sons, Hamilton; John Davis & Son, Toronto; J. W. Foley & Co., St. John, N.B.

* * *

TORONTO RUBBER STAMP DEALERS

Where can we obtain rubber stamps in Toronto? —, Chicago, Ill.

Answer.—The following is a list of manufacturers of rubber stamps in Toronto: Bernard Cairns, 77 Queen St. E.; Canada Stamp & Stencil Co., Ltd., 68 Dundas St. E.; Patterson & Heward, 319 King St. W.; Superior Mfg. Co., 93 Church St.; Toronto Stamp & Stencil Works, Ltd., 137 Church St.; W. E. Irons & Co., 30-32 Temperance St.; C. W. Mack, 46 Adelaide St. W.; Wilson Stationery & Printing Co., 118 King St. W.

* * *

WHERE TO OBTAIN APPLES

Where can I obtain one or two carloads of apples at a reasonable price?—Emile Julien, Baie Shawenegan, Que.

Answer.—The United Fruit Co. of Nova Scotia, Berwick, N.S.; Nova Scotia Shipping Co., Berwick, N.S.; Herbert Oyler, Kemptville, N.S.; H. Blight and Sons, Halifax, N.S.; W. H. Chase and Sons, Wolfville, N.S.

* * *

Kindly give us the names of some manufacturers of dry yeast cakes other than the E. W. Gillett Co. —, St. John, N.B.

Answer.—White Swan Spices and Cereal Company, Ltd., 156 Pearl St., Toronto, and A. MacDonald and Co., Winnipeg, are manufacturers of these goods.

MANUFACTURERS CAN ONLY DEAL WITH LICENSED PARTIES

Has the manufacturer of pickles, sauces, etc., the right to sell anyone who has not a wholesale or a retail license.—D. A. Hill, Waterford, Ont.

Answer.—Our understanding of the regulations is that he has not the right to sell to anyone not having a license.

* * *

MAGAZINE DEALING WITH JAMS AND MARMALADES

Where can I find a magazine that takes up the manufacture of jams, marmalade, jellies and pickles?—M. H. Low, Edmonton, Alta.

Answer.—Some suggestions were given relative to this matter in last week's column. Further investigations have assured us that there is no magazine published on this continent that deals entirely with the subjects mentioned. The editor of *The Canner*, 140 North Dearborn Street, Chicago, writes: "We are sure there is not a journal published in the United States that prints as much about these lines of goods as does *The Canner*."

"The manufacture of jellies and jams is not with us an industry of sufficient magnitude to support a trade journal; however, we maintain a department in *The Canner*, which, though concerning itself largely with pickles, vinegar, and sauerkraut, manages to get in a little smattering of matter about jellies and preserves, lines which do not yield a great amount of trade talk and news."

This magazine, and *The Canning Trade*, Baltimore, Md., come the nearest of anything available to meeting your requirements.

* * *

A MARKET FOR COOKING ONIONS

Kindly give us the names of Canadian and American firms that buy domestic cooking onions.—W. L. Querengesser, Brodhagen, Ont.

Answer.—Practically all the fruit and produce wholesalers handle these goods. We believe that if you have any quantity to sell you would be well advised to deal through a fruit and produce broker who knows the conditions of the market and could probably do better for you than you could do for yourself. Either of the following firms could handle this business for you. J. J. McCabe, 32 Church Street, Toronto; or Fred J. White, Board of Trade Building, Toronto.

CANADIAN GROCER,
143-153 University Avenue,
Toronto.

For Subscribers

INFORMATION WANTED

Date.....191.....

Please give me information on the following:

.....

Name

Address

WEEKLY GROCERY MARKET REPORTS

Statements From Buying Centres

THE MARKETS AT A GLANCE

FEW prices have been announced on canned tomatoes, which show a slightly higher range of cost than had been hoped for early in the season. Crop reports were encouraging, the outlook bright and early operations satisfactory, but the elements combined to overcome all optimistic feelings. The result has been smaller production, higher operating cost, and whereas the retail price will probably range around 20c per tin, there is little chance of many offerings of 2 for 35c. Corn prices are also out, and range about the same as last year, with the delivery estimated at around 35 per cent. Quotations on plums, peaches and pears are now being worked out, and figures will run much higher than last year.

Latest regulations issued by the Food Board provide that the mills must supply or arrange to have supplied substitutes to the percentage of one to four with all orders for wheat flour. Rye flour, corn flour, barley flour and oat flour are now mentioned as the only substitutes to consumers. This means dealers will have to take into stock the proper proportion of substitutes, and they, in turn, will pass these on to the consumer. This is probably the reason for the Food Board's action, and has been taken, it is thought, when visible supply of substitutes seems likely to more nearly meet these requirements.

MONTREAL—Advances of price are this week made in canned peaches and pears, and also for corn, canned and on the cob. Soap chips and caustic moved up.

Declines were made for cornmeal, corn flour and package rolled oats, split peas, beans and feed oats. Bananas are also easier, while lemons and oranges are firm. New pack tomato prices are announced.

An advance may be looked for in mustards. The difficulty of securing supplies from overseas is great, and all materials have increased in price. The cocoa and spice markets are steady and firm, while coffee and tea are ruling with the tendencies heretofore reported.

Tapioca will not be permitted through, jobbers having received intimation from the Food Board that stocks are ample in the country to

meet requirements, and that they will, therefore, be unable to permit importation, freight space being short.

The influenza epidemic has somewhat handicapped trading.

TORONTO—Much higher prices are the prospect for canned plums, pears and peaches, from advices now at hand. Production has been limited owing to comparatively small crop, it is estimated, and high prices paid for the fruit, along with enhanced manufacturing costs, have brought about greatly increased prices to the trade.

Quotations are out on tomatoes and corn. These are lower than last year, but it had been hoped that tomatoes would show a much lower level than they do. Delivery of tomatoes will be about 85 per cent., and of corn about 35 per cent.

Between 40 and 50 per cent. delivery of orders placed for dried peaches seems now possible since Government requirements have been provided for. The orders amounted to about 25 per cent. normal, so the present outlook is for about one-eighth usual shipments.

An unprecedented demand for lemons and oranges has developed all over the continent since the epidemic of Spanish influenza started. The result has been that with the light supplies available, prices have soared to record levels. So far this has been more noticeable in United States points than in Canada, but local prices have attained a pretty figure, particularly with oranges.

Quotations on barrel apples show an advance of from 50c to \$1 per barrel for some kinds on the No. 1 grade over opening prices given out two or three weeks ago. Sweet potatoes have declined, and onions hold unchanged at what may be termed a comparative level.

Coffee is very strong at primary points, and indications point to a further advance of from two to three cents per pound over increase of two cents made just a couple of weeks ago. Supplies are none too plentiful, though requirements of the trade to date have been very well looked after.

QUEBEC MARKETS

MONTREAL, Oct. 16.—The epidemic of influenza has had a great deal of real effect on the grocery jobbing trade this week. Staffs have been much interfered with and it is awkward to work on short staffs. Changes have been made in several lines, reference to this being made in the market summary.

Soap Chips, Caustic Soda Marked Up

Montreal.

SOAP CHIPS, CAUSTIC.—Advances are made by one jobber for caustic soda. This is for broken lots which are selling now at \$9.50 per 100 lbs.

Soap chips of St. Croix make are selling in one quarter at 9c per pound, this being an increased price by half a cent per lb.

Sugar Holds Firm; Supplies No Better

Montreal.

SUGAR.—Nothing has occurred during the week to change the local situation and prices on the various refineries' output are held. Delivery of raws has been ruling with little change. Some feel that a slight improvement is probable, with preserving needs pretty well supplied, but there is no likelihood of extensive improvement in the matter of requisite stocks.

	100 lbs.
Atlantic Sugar Company, extra granulated sugars, 100 lbs.	9 50
Acadia Sugar Refinery, extra granulated	9 50
St. Lawrence Sugar Refinery	9 50
Canada Sugar Refinery	8 75
Dominion Sugar Co., Ltd., crystal granulated	9 50
Special icing, barrels	9 30-9 40
Icing (25-lb. boxes)	9 60-9 80
Icing (50-lb. boxes)	9 50-9 60
Diamond icing	9 10
Yellow, No. 1	8 90-9 20
Yellow, No. 2 (Golden)	8 70-9 00
Yellow, No. 3	8 60-8 90
Powdered, barrels	9 20-9 30
Paris lumps, barrels	9 85-10 20
Paris lumps (50-lb. boxes)	9 65
Paris lumps (25-lb. boxes)	9 85
Crystal diamonds, barrels	10 25
Crystal diamonds (boxes 100 lbs.)	10 50
Cut loaf (50-lb. boxes)	10 50-10 60
Cut loaf (25-lb. boxes)	10 70-10 80

NOTE.—Some are not refining icing or powdered sugars in view of Food Controller's wishes.

Tomatoes Lower; Other Lines Up

Montreal.

CANNED GOODS.—Prices have been announced to the trade on tomatoes and corn, new pack. These, in the case of tomatoes are lower. One pound tomatoes are selling at 95c per doz.; 2 lbs., \$1.40 to \$1.50; 2½ lbs., \$1.90-\$1.92½ and 3 lbs., \$2 to \$2.02½. Gallons are selling at \$7.00 to \$7.05. Some of the groups are selling at a better price than others, while what is known as group "B" has 2½c per doz. added to the price, with a rebate of 5c for those placing orders early. Pears No. 2 are quoted at \$2.75 and in gallons (pie grade) at \$7. San-

dard grade peaches are \$3.60 in 2½ lb. size and yellow pie grade in gallons are \$7.60 to \$7.75. Greengage plums are quoted at \$2.25.

Salmon Sockeye—	
"Clover Leaf," ½-lb. flats	2 45
Sovereign, 1-lb. flats	4 50
Do., ½-lb. flats	2 30
1 lb. flats	4 62½
1 lb. talls, cases 4 doz., per doz.	4 50
½ flats, cases 8 doz., per doz.	1 50
Chums, 1-lb. talls	2 25
Do., ½s, flat	1 20
Pinks, 1-lb. talls	2 60
Cohoos, 1-lb. talls	3 40
Red Springs, 1-lb. talls	2 70
Red Springs, ½ lb.	2 10
Salmon, Gaspe, Niobe Brand	
(case of 4 doz.), per doz.	2 25
Canadian sardines (case)	6 75
Norwegian sardines, per case of	
100 "¼s"	20 00
Loobsters, ½-lb. tins, doz.	3 60

Canned Vegetables and Fruits—	
Asparagus (Amer.) mammoth green, doz.	4 00
Tomatoes, 1s	0 95
Tomatoes, 3s	2 00
Tomatoes, U.S. pack, 2s	1 40
Tomatoes, 2½s	1 90
Tomatoes, Canadian pack, 2 lb.	2 10
Tomatoes, gallons	7 00
Peas, standards	1 45
Peas, early June	1 57½
Peas, extra fine, 2s	2 35
Do., fancy, 20 oz.	1 57½
Peas, Morens Ex fine	2 25
Beans, golden wax	1 95
Beans, Refugee	1 95
Do., old pack	1 80
Do., new pack	2 00
Corn, 2s, doz.	2 15
Spinach (U.S.), 3s	3 00
Do., (U.S.), gallons	10 00
Corn (on cob, gal. cans), doz.	7 80
Red raspberries, 2s	4 00
Simcoes	2 75
Red cherries, 2s	2 60
Strawberries, 2s	3 00
Strawberries, 1918 pack (2s)	4 00
Rhubarb, 2½s	2 60
Blueberries, 2s, doz.	1 85
Blueberries, gallons	7 00
Pumpkins, 2½s	1 60
Pumpkins, 3s	1 75
Pumpkins (gallon), doz.	6 00
Potatoes, Can. Sweet, 2½-lb. tins	2 10
Potatoes, Cal. Sweet, 2-lb. tins	2 75
Carrots, sliced, 2s	1 45
Apples (gallons)	5 00
Peaches, 2s (heavy syrup)	2 00
Peaches, standard grade, 2½ lb.	3 60
Peaches, gallon pie (peeled) ..	7 60
Peaches, 2s (heavy syrup)	2 00
Pears, No. 2	2 75
Pears, gallon (pie peeled)	7 00
Pineapples, 1½s	2 25
Pineapples, 2s	3 10
Pineapples (grated), 2s	2 90
Greengage plums (light syrup),	
No. 2	2 25
Lombard plums (heavy syrup),	
2s	1 70

Corn Syrups Active; Molasses is Firm

Montreal.

MOLASSES AND SYRUPS.—A very firm market still obtains for molasses. Shipments into Montreal have been heavy of late but these stocks do not last long, as the booked orders in importers' hands absorb these readily. It is not at all improbable that prices will be even higher than they are to-day.

Corn and cane syrups have been selling well, the shortage of sugar and the scarcity and high prices for molasses being assigned as contributing factors in this activity.

Corn Syrup—	
Barrels, about 700 lbs.	0 07½
Half bbls.	0 07½
Kegs	0 07½

2-lb. tins, 2 doz. in case, case.	4 80
5-lb. tins, 1 doz. in case, case.	5 40
10-lb. tins, ½ doz. in case, case	5 10
20-lb. tins, ¼ doz. in case, case	5 05
2-gal. 25-lb. pails, each	2 25
3-gal. 38½-lb. pails, each	3 40
5-gal. 65-lb. pails, each	5 50
White Corn Syrup—	
2-lb. tins, 2 doz. in case, case	5 30
5-lb. tins, 1 doz. in case, case	5 90
10-lb. tins, ½ doz. in case, case	5 60
20-lb. tins, ¼ doz. in case, case	5 55
Cane Syrup (Crystal Diamond)—	
2-lb. tins, 2 doz. in case, per case	7 00
Barrels, per 100 lbs.	9 75
Half barrels, per 100 lbs.	10 00

	Prices for
	Island of Montreal
Barbadoes Molasses—	
Punchons	1 13
Barreles	1 16
Half barrels	1 18

For outside territories prices range about 3c lower.

Load lots of 20 punchons or its equivalent in barrel or half barrels to one buyer, may be sold at "open prices." No discounts will be given.

No Tapioca Allowed; Rice is Steady

Montreal.

RICE, TAPIOCA.—It is stated that tapioca supplies are so heavy in Canada that they will take care of the demand for some time. This has been the reason for the new ruling from Ottawa regarding its import, and this, it is understood, will prevent the import for the time being of any tapioca whatever.

Rice is moving freely, and the trade is supplied promptly with its wants, stocks being ample. Prices have been somewhat readjusted in various quarters within the past ten days.

Rice, fancy, per 100 lbs.	9 75	10 25
Ice Drips—Japan	11 25	
Carolina	12 50	15 00
"Texas"		9 50
Siam, No. 2	9 50	9 75
Siam (fancy)	10 25	11 00
Rangoon "B"	9 25	9 50
Rangoon CC	9 10	9 80
Mandarin		10 00
Special pickling		9 50
Tapioca, per lb. (seed)	0 14½	0 16
Tapioca (Pearl)	0 15	0 16

Walnut Tendencies Up; Markets Active

Montreal.

NUTS.—Advances are being made for shelled walnuts in New York. This was as much as four cents per pound. Locally, the market conditions are firm, but changes have not been effected in the trade. There is every reason to look for further increase on this line, however.

A feature of the trade is that of local brokers trading in New York and Chicago and selling supplies f.o.b. these points. A lot of trading is being done in a general importing and jobbing way, and from now on the latter activity will be stimulated.

Almonds (Tara), per lb.	0 27	0 30
Almonds (shelled)		0 55
Almonds (Jordan)		0 70
Almonds, Valencia, shelled	0 48	0 55
Almonds, soft shelled Tarragonas	0 22½	0 23½
Brazil nuts (new)	0 20	0 25
Brazil nuts (med.)	0 15	0 17
Filberts (Sicily), per lb.	0 20	0 24
Brazilian in bags		0 26
Filberts, Barcelona	0 19	0 21
Hickory nuts (large and small),		
lb.	0 10	0 15
Peanuts (roasted)—		
Bon Tons		0 25
Jumbo	0 25	0 26
Fancys, per lb.	0 24	0 25

Extras, per lb.	0 19	0 20
Shelled, No. 1 Spanish	0 18½	0 19
Shelled, No. 1 Virginia.....	0 19½	0 20½
Do., No. 2	0 14	
Peanuts (salted)—		
Fancy wholes, per lb.	0 40	
Fancy splits, per lb.	0 35	
Salted Spanish, per lb.	0 25	0 27
Pecans (new Jumbo), per lb.	0 23	0 32
Pecans, large, No. 2, polished ..	0 28	
Pecans, New Orleans, No. 2 ...	0 21	0 24
Pecans "paper shell," extra large		
Jumbo	0 60	
Walnuts (Grenoble)	0 20	0 29
Walnuts (new Naples)	0 16	0 18
Walnuts (shelled)	0 85	0 95
Walnuts (Spanish)	0 30	0 33
Note—Jobbers sometimes make an added charge to above prices for broken lots.		

Dried Peaches Firmed; Package Dates 20-22c

Montreal.

DRIED FRUITS.—A firming tendency surrounds dried peaches and apricots. Now that the season for the more active movement of dried fruits is approaching, supplies are being checked up. These are fairly good of some lines, while prunes and figs and dates too are none too plentiful.

Raisins are in active request, and it would seem that these are counted upon as a table commodity in some quarters, judging from the volume of trading. Prunes are still to be had in fair quantities.

Apricots—		
Choice	0 26	0 27
Slabs	0 24	
Fancy	0 30	
Apples (evaporated)	0 18	0 20
Peaches (fancy)	0 21	0 23
Faced	0 19	
Choice	0 20	0 21
Extra choice	0 21	0 22
12 oz., per pkge.	0 16	
Pears	0 18½	
Drained Peels (old)—		
Citron	0 46	
Lemon	0 40	
Orange	0 41	
Drained Peels (new)—		
Lemon	0 40	0 41
Orange	0 42	0 43
Citron	0 47	0 48

Raisins—		
Malaga, table box of 22 lbs., 3-crown cluster, \$3.25-\$4.00; 4-crown cluster, \$5.00; 5-crown cluster, \$6.00.		
Muscatels, loose, 2-crown	0 10½	0 11½
Muscatels, loose, 3-crown, lb....	0 12½	
Muscatels, 4-crown, lb.	0 13	
Cal. Seedless, 15 oz.	0 15½	
Cal. seedless, loose	0 14½	0 16
Fancy seeded, 16 oz. pkgs.	0 14	
Choice seeded, 16 oz. pkgs.	0 13	
Valencias, selected	0 11½	
Valencias, 4-crown layers	0 11½	
Currants, old	0 24	0 29
Cartons	0 32	
80 lb. Ainslie	0 28	
12 oz.	0 26	
Do., new	0 32	
Dates, Excelsior, per case	6 84	7 02
Do., Dromedary	7 92	
Packages only, Excelsior	0 20	
Packages only	0 19	0 20
Do., Dromedary	0 22	
Figs (new), 100 to case	11 00	
Figs (layer), 10-lb. boxes	1 90	2 75
Figs, Spanish (mats)	0 12	
Figs, Portuguese (mats)	0 13	
Figs, Fancy Cal. White (Choice)—		
Pkgs. 16 oz. (10 pkgs.)	1 75	
Pkgs. 10 oz. (12 pkgs.)	1 45	
Pkgs. 8 oz. (20 pkgs.)	2 80	2 60
Pkgs. 6 oz. (50 pkgs.)	3 60	4 75
Pkgs. 4 oz. (70 pkgs.)	3 70	5 00

Prunes—		
California, 40-50s	0 19	
50-lb. boxes, 80-90s	0 14½	
90-100s	0 13	
20-30s	0 25	
30-40s	0 20	
25-lb. cases, 50-60s	0 18	
60-70s	0 17	
70-80s	0 15	0 16
80-90s	0 14	0 15

90-100s	0 13	0 13½
Oregon, 30-40s	0 15½	
40-50s	0 16½	
50-60s	0 12½	

White Beans \$7.20; Split Peas \$8.25

Montreal.

BEANS, PEAS.—Declines are registered for Canadian white beans and these may be had as low as \$7.20 per bushel. It depends of course upon the condition of these, as to what price shall be asked. This condition is in definite accord with the tendencies of the local market already referred to in the columns of CANADIAN GROCER.

New split peas are easier too, \$8.25 per bag of 98 pounds being quoted in one quarter. The markets are easier with supplies good.

Beans—

Canadian, hand-picked, bush....	7 20	8 10
Ontario, new crop, 3 to 4 lbs..	8 00	9 00
British Columbia	9 00	
Brown Beans	7 50	
Canadian, 4-5 lb. pickers	7 75	8 00
Japanese	8 00	8 40
Yellow Eyes	8 00	8 50
Rangoon beans, per bushel ..	7 00	7 50
Lima, per lb.	9 19	0 20
Kidney beans	8 00	8 50
Peas, white soup, per bushel ...	4 25	4 50
Peas, split, new crop, bag 98 lbs.	8 25	10 50
Haricot (pot), per bag 98 lbs....	6 50	
Barley, pearl, per bag 98 lbs.	7 50	8 25

Pacific Tea Shipment Quick; Markets Steady

Montreal.

TEA.—Little new has developed, the markets ruling steady and firm and the trading operations somewhat improved. This change is a gradual one, indicating that the retailer is cleaning up well on his stocks before replacing them.

In speaking with the representative of a large Japan tea importing firm, it was stated that shipments via the Pacific were very prompt and even quick. This promptness was somewhat interfered with when the tea reached the coast, for rail transportation was such that the necessity of carrying grain precluded prompt shipments of other commodities.

Ceylon and India—		
Pekoe, Souchongs, per lb.	0 47	0 49
Pekoes, per lb.	0 51	0 54
Orange Pekoes	0 55	0 57
Japan Teas—		
Choice	0 65	0 70
Early Picking	0 53	0 58
Java—		
Pekoes	0 41	0 43
Broken Orange Pekoes	0 43	0 45
Orange Pekoes	0 46	0 49
Inferior grades of broken teas may be had from jobbers on request at favorable prices.		

Active Sales Honey Keep Market Firm

Montreal.

HONEY, MAPLE PRODUCTS.—Honey has been ruling high. This condition will very probably continue, for there is an active market, large quantities already having changed hands and a good consumptive demand obtaining. In view of this, prices are likely to hold or even to advance somewhat.

Maple products are scarce and for this

reason the undertone is firm. Prices are higher than for some time and supplies are usually considered small.

Maple Product—

Syrup, 13 lbs. Imp. meas., gal.		
Syrup, 5-gal. tins, per gal.		
8½-lb. tins		
Sugar, in blocks, per lb.		
Honey, Clover—		
Comb (fancy)	0 30	
Comb (No. 1)	0 28	
In tins, 60 lbs.	0 26	
30-lb. pails	0 27	
10-lb. pails	0 28	
5-lb. pails	0 28	
Honey—Buckwheat, tins or bbls.	0 23	

More Coffee Moving; Market Holds Firm

Montreal.

COFFEE, COCOA.—Coffee has been moving freely and the demand will be greater for some weeks to come, as is usually the case. Stocks have been well maintained, for while some sources have been interfered with more or less, new markets have been able to take care of the requirements. The undertone is firm.

Cocoa sales have been better all around and the undertone on this too, has been strong. It is not improbable that there will be an advance in some quarters if supplies should be curtailed in any way.

Coffee, Roasted—

Bogotas, lb.	0 29½	0 33
Jamaica, lb.	0 25	0 29
Java, lb.	0 39	0 42
Maracaibo, lb.	0 28½	0 31
Mocha, lb.	0 34	0 38
Mexican, lb.	0 23	0 27
Rio, lb.	0 24	0 28
Santos, Bourbon, lb.	0 28	0 31
Santos, lb.	0 27	0 30

Cocoa—

Bulk cocoa (sweet)	0 25	
Bulk cocoa (sweet)		

Firmness Feature in Spice Market

Montreal.

SPICES—There is a firmness of undertone, such as has characterized the market for some time. This applies to the list throughout and peppers in particular. A good deal of business is reported by the spice men and this will apply to the city trade and that of the country as well.

		5 and 10-lb. boxes
Allspice	0 20	0 22
Cassia (pure)	0 35	0 37
Cloves	0 75	0 77
Cream of tartar	0 95	1 00
Ginger	0 30	0 40
Ginger (Cochin or Jamaica) ...	0 30	0 30
Mace	0 80	1 00
Mixed spice	0 30	0 32
Nutmegs	0 45	0 50
Pepper, black	0 42	0 45
Pepper, white	0 48	0 50
Pepper (Cayenne)	0 35	0 37
Pickling spice	0 25	0 27
Paprika	0 65	0 70
Turmeric	0 28	0 30
Tartaric acid, per lb. (crystals or powdered) ..		1 30
Cardamom seed, per lb., bulk....		2 00
Carraway, Dutch, nominal	0 80	0 90
Cinnamon, China, lb.		0 30
Cinnamon, per lb.		0 35
Mustard seed, bulk.	0 35	0 40
Celery seed, bulk		0 70
Shredded cocoonut, in pails....	0 21	0 23
Pimento, whole	0 20	0 22

For spices packed in cartons add 3½ cents a lb. and for spices packed in tin containers add 10 cents per lb.

Apples Moved to \$7; Bananas Down \$1

Montreal.

FRUITS.—Apple prices have not only been firmer but for No. 1 stock \$7 per barrel is being asked. These prices apply to the best St. Lawrence and Wealthys. Other grades have advanced also and the general tendency is upward.

Bananas are somewhat freer and the quotations are now from \$4 to \$4.50 per bunch, this being \$1 less than previous prices at \$4. Apricots. Cantaloupes and pineapples are off the market. Trading is active.

Apples—		
No. 1 Alexanders, bbl.	5 50	6 00
No. 2 Alexanders, bbl.		5 00
St. Lawrence (in bbls.), No. 1.		7 00
Do., Do., No. 2.		5 00
Wealthy (in bbls.), No. 1		7 00
Do., Do., No. 2		5 50
Greenings		6 50
McIntosh Reds		6 50
Gravensteins, No. 1	5 00	6 00
Do., No. 2		5 50
Fameuse, No. 1		7 50
Do., No. 2		6 50
Bananas (fancy large), bunch.	4 00	4 50
Grapes (California fancy), 4 bask		3 00
Grapes—		
Blue (6-qt.)		0 45
Tokays		3 00
Malagas		2 50
Grape fruit (fancy Jamaica) ..	3 75	4 75
Grape fruit (fancy Porto Rico) ..		
80, 96, 112		5 00
Grape fruit (fancy Porto Rico) ..		
54, 46		4 75
Lemons (fancy new Messina) ...	8 00	9 00
Lemons, California		5 00
Lemons, new Verdellis, 300 size..		4 50
Lemons (choice)		7 00
Lemons (California seedless)		8 00
Oranges, Valencia lates	10 50	11 00
Oranges, California navels		10 00
Oranges (bitter)	4 00	5 00
Oranges, Jamaica		4 75
Plums (Cal.), crates		3 00
Do., basket	1 75	2 00
Do., 11-qt. baskets	1 25	1 50
Do., 6-qt. baskets	0 75	1 00
Do., 11-qt. Pears		1 25
Pears, Cal., eating, small box.		4 00
Pears, basket (11-qt.)		1 25
Do., Bartletts	4 00	5 00
Do., basket		1 25
Peaches—		
No. 1. Canadian—		
11-qt. baskets	1 00	1 25
6-qt. baskets	0 65	0 90

Cauliflower Up; Vegetables Active

Montreal.

VEGETABLES.—Little change from the quotations of last week has been made, cauliflower registering an advance to \$3 per doz. These are scarce and this accounts for the increase in price. In a general way, the price of vegetables is high enough, even coarse roots holding on a steady basis. A great deal of trading is being effected and this will doubtless continue. Potatoes are steady and unchanged.

Beans, new string (American)		
basket	2 50	
Beets, new, bag	0 75	1 00
Cauliflower (Montreal), doz.	2 00	2 50
Corn (sweet), doz.	0 20	0 25
Cabbage (Montreal), doz.	0 50	1 00
Carrots, bag	0 85	1 00
Citron		2 00
Celery (Montreal), doz.		1 00
Cauliflower (Montreal), doz.		3 00
Egg plant, doz.	1 00	2 00
Gherkins, box		3 00
Lettuce, curly (doz.)	0 40	0 50
Lettuce, head		1 00
Leeks	1 00	1 50
Mint		0 20

Mushrooms, lb.	0 90	
Onion, spring doz.	0 25	
Onions, Can., bag (70 lbs.)	2 00	
No. 1 Yellow (70 lbs.)	2 50	
No. 1, Red (70 lbs.), crate.	2 50	
Oyster Plant	0 50	
Parsnips, new, bag	1 50	
Parsnips, new, doz. bunches	1 00	
Parsley (Canadian)	0 20	
Potatoes, Montreal new (90-lb. bag)		2 25
Potatoes (New Brunswick), bag.	2 40	2 50
Potatoes (sweet), hamper	2 75	3 00
Pumpkins (doz.)	2 00	
Romane	0 50	
Rhubarb, doz.	0 25	0 35
Squash (Huber), doz.		0 75
Turnips, new, per bag.	1 00	
Tomatoes (hothouse), lb.	0 25	
Do., Red, per box	1 25	
Tomatoes, Montreal (box)		2 00
Do., Rose		2 00
Vegetable Marrow (doz.)	1 00	
Watercress (Can.)	0 40	
Corn flour (standard) (2 bags) ...		9 35
Do., (bbl.)		9 30
Rice flour	8 75	9 00
Oat flour (2 bags)		11 00
Hominy grits, 98 lbs.	6 75	8 00
Hominy, pearl, 98 lbs.	7 50	8 00
Graham flour	5 90	6 40
Oatmeal (standard-granulated and fine) ..	5 70	6 40
Peas, Canadian, boiling, bush.	4 80	5 50
Split peas	9 00	11 25
Rolled oats, 90-lb. bags	5 30	5 50
Rolled oats (family pack.), case	5 60	5 75
Oatmeal (packages) fine cut.		5 70
Rolled oats (small size), case	2 00	2 12½
Rolled wheat (100-lb. bbls.) ...	6 75	8 00
Rye flour (Can.), 98 lbs.	6 00	7 00
Do. (American), 98 lbs.		6 85
Tapioca flour, lb.		0 15

Flour Trade Active; Feed Oats Lower

Montreal.

FLOUR AND FEEDS.—A steady and active sale obtains for flour, millers being busy on the new crop supplies. There is a steady and unchanged condition with regard to price basis.

Feeds are in active demand all the while, the demand for the standard feeds, bran and shorts, absorbing stocks readily. Special feeds too, are actively selling, for the needs of farmers and milk producers are insistent. Feed oats are easier at \$1.03 per bushel.

War Standard, Graham and Whole	
Wheat Flours—	
Car lots (on track)	11 50
Car lots (delivered), Bakers.	11 65
Small lots (delivered)	11 75
Bran, per ton, car lots on track	37 25
Shorts, car lots on track	42 25
Crushed oats	61 00
Barley meal	60 00
Barley chop	60 00
Gluten feed (23% protein)—	
F.O.B. Cardinal	62 00
F.O.B. Ft. William	60 00
Feed oats, per bushel	1 03
Shorts and brand delivered in Montreal	\$2 per ton extra.

Cornmeal Declined; Corn, Oat Flours, Too

Montreal.

CEREALS.—Interest in the cereal markets centred around cornmeal, corn flour, oat, flour and rolled oats in packages. These all registered decline and this movement is in definite accord with lowering grain prices. It is stated that there is not a big surplus of some grains and that oat products, for instance, are oversold in some instances. Revisions downward may also be made for barley flours, though these remain unchanged for the week.

Self-raising flour—	
5-lb. pkgs., doz.	2 90
6-lb. pkgs., doz.	5 70
Cornmeal, Pure Gold	6 00
Cornmeal	5 75
Cornmeal (bolted)	4 25
Barley, pearl	6 50
Barley, pot, 98 lbs.	5 25
Barley (roasted)	7 50
Barley flour, 98 lbs.	5 75
Buckwheat flour, 98 lbs.	9 50
Cornflour, white (2 bags)	10 35

ONTARIO MARKETS

TORONTO, October 16.—Opening prices on tomatoes and corn have been announced in addition to many lines of fruits. Beans are a light pack as well as corn, though tomatoes show a very good percentage. Sugar is still scarce, but the heavy consuming demand seems to have eased off somewhat. Markets generally are somewhat quiet during the week.

Conditions About Same on Sugar

Toronto.

SUGAR.—The situation shows little, if any, change. The heavy consuming demand shows some falling off and for this reason the strain on refiners and wholesalers is not quite so great. However, there is no surplus of sugar as yet and it is thought some time will elapse before the conditions surrounding supplies can be termed easy. Prices have held firm and unchanged at following levels.

Atlantic, extra granulated	9 79
St. Lawrence, extra granulated.	9 79
Acadia Sugar Refinery, extra granulated.	9 79
Can. Sugar Refinery, extra granulated.	9 04
Dom. Sugar Refinery, extra granulated.	9 79

Canada Sugar differentials: 50-lb. sacks, 10c over 100-lb.; 20-lb. gunnies, 25c advance; 10-lb. gunnies, 40c advance; 5-lb. cartons, 50c advance; 2-lb. cartons, 60c advance. St. Lawrence differentials: In 25-lb. gunnies, 25c over 100 lb.; 20-lb. gunnies, 40c advance; 10-lb. gunnies, 50c advance; 5-lb. gunnies, 60c advance; 5-lb. cartons, 60c advance; 2-lb. cartons, 70c advance. Atlantic differentials: 20-lb. bags, 40c advance over 100 lb.; 10-lb. gunnies, 50c advance; 5-lb. cartons, 50c advance; 2-lb. cartons, 70c advance. Acadia sugar differentials: 20-lb. bags, 35c advance over 100 lbs.; 10-lb. gunnies, 45c advance; 5-lb. cartons, 45c advance; 2-lb. cartons, 50c advance. Barrels of granulated and yellow may be had at 5c over above prices, which are for bags. Fancy sugars make a corresponding increase when put up in small packages. No. 1 yellow is 30 to 40c per 100 lbs. under granulated. No. 2 yellow is 10 to 20c per 100 lbs. under No. 1 yellow, and No. 3 yellow 20c to 30c less than No. 1.

Stove Polish Changes; Other Lines Higher

Toronto.

STOVE POLISH, OTHER LINES.—Higher prices have been named in some quarters on Nonsuch liquid stove polish,

the 15c size now being quoted at \$1.40 per dozen; Nonsuch stove enamel No. 1 is also up to 85c dozen. X-Ray stove polish, 10c size, is now quoted at 95c dozen. Advanced figures are also noticeable on household lubricant, which is now selling at \$10.80 gross. Jobbers report a great scarcity of Keen's D.S.F. mustard, all sizes being sold out from some stocks.

Demand For Molasses Good; Syrups

Toronto.

MOLASSES, SYRUPS.—The demand for molasses keeps up splendidly and whereas stocks are not considered heavy, orders generally are being filled. Latest advices would indicate that manufacturers in the United States had very small stocks of containers smaller than 2½s, so orders will be adjusted to include this size. Cane and corn syrups are in very good demand and prices unchanged as follows:

Corn Syrups—		
Barrels, Crown or Bee Hive, per lb.	0 07½	
Cases, 2-lb. tins, Crown or Bee Hive, 2 doz. in case	4 80	
Cases, 5-lb. tins, Crown or Bee Hive, 1 doz. in case	5 40	
Cases, 10-lb. tins, Crown or Bee Hive, ½ doz. in case	5 10	
Cases, 2-lb. tins, Lily White or White Clover, 2 doz. in case	5 30	
Cases, 5-lb. tins, Lily White or White Clover, 1 doz. in case	5 90	
Cases, 10-lb. tins, Lily White or White Clover, ½ doz. in case	5 60	
Half barrels, ¼c over bbls.; ¼ bbls., ½c over bbls.		
Cane Syrups—		
Barrels and half barrels, lb.	0 07½	0 08
Cases, 2-lb. tins, 2 doz. in case	7 00	
Molasses—		
Fancy, Barbadoes, barrels	1 05	1 10
Choice Barbadoes, barrels	0 95	1 00
West India, ½ bbls., gal.		0 56
West India, No. 10, kegs		6 50
West India, No. 5, kegs		3 25
Tins, 2-lb., table grade, case 2 doz., Barbadoes		4 90
Tins, 3-lb., table grade, case 2 doz., Barbadoes		6 75
Tins, 5-lb., 1 doz. to case, Barbadoes		5 30
Tins, 10-lb., ½ doz. to case, Barbadoes		5 20
Tins, 2-lb., baking grade, case 2 doz.		5 50
Tins, 3-lb., baking grade, case of 2 doz.		7 40
Tins, 5-lb., baking grade, case of 1 doz.		
Tins, 10-lb., baking grade, case of ½ doz.		
West Indies, 1½, 48s		6 95

New Prices on Tomatoes, Corn, etc.

Toronto.

CANNED GOODS.—Prices have been named on new pack corn and tomatoes and both range fairly high. Tomatoes, which gave promise of a heavy pack, good quality and early completion, dropped off owing to unfavorable weather with the result that slightly higher prices than had been hoped for prevail; the pack shows a very fair percentage. Corn is a small pack. Tomatoes are quoted for 2½s at \$1.92½, and corn, 2s, at \$2.20. New prices on plums, pears and peaches are also out and full details appear in special article elsewhere in this issue.

Following prices on canned goods are general quotations from wholesaler to retailer and not F.O.B. factory prices.

Salmon—		
Sockeye, 1s, doz.	4 00	4 50
Sockeye, ½s, doz.	2 40	2 50
Alaska reds, 1s, doz.	3 75	3 85
Chums, 1-lb. talls	2 35	2 60
Do., ½s, doz.	1 35	1 45
Pinks, 1-lb. talls	2 25	2 50
Do., ½s, doz.	1 35	1 50
Cohoos, ½-lb. tins	1 85	1 90
Cohoos, 1-lb. tins	3 45	3 75
Red springs, 1-lb. talls	3 65	3 95
White springs, 1s, dozen	2 30	2 35
Lobsters, ½-lb., doz.		3 75
Pitchards, 1-lb. talls, doz.		2 15
Canned Vegetables—		
Beets, 3s	1 50	2 30
Tomatoes, 2½s	1 92½	2 10
Peas, standard	1 55	1 95
Peas, early June	1 67½	2 25
Beans, golden wax, doz.	2 00	2 10
Asparagus tips, doz.	3 42½	3 45
Asparagus butts	2 00	2 02½
Corn, 2s, doz.	2 20	2 65
Pumpkins, 2½s	1 80	2 00
Spinach, 2s, doz.		1 90
Do., 2½s, doz.	2 52½	2 55
Do., 10s, doz.	7 55	7 57½
Succotash, No. 1, doz.	2 00	2 35
Pineapples, sliced, 2s, doz.	3 20	3 50
Do., shredded, 2s, doz.	3 00	3 02½
Rhubarb, preserved, 2s, doz.	2 07½	2 10
Do., preserved, 2½s, doz.	2 65	2 67½
Do., standard, 10s, doz.	4 50	4 52½
Cherries, 2s	2 75	2 90
Peaches, 2s	2 10	2 40
Pears, 2s	1 85	2 00
Plums, Lombard, 2s		1 75
Plums, Green Gage	1 80	1 95
Raspberries, 2s, H.S.		4 50
Strawberries, 2s, H.S.		4 50
Blueberries, 2s	2 10	2 35
Preserved Fruits, Pint Sealers—		
Peaches, pint sealers, doz.	3 40	3 45
Jams—		
Apricot, 4s, each		0 84
Black currants, 16 oz., doz.	3 40	3 90
Do., 4s, each		0 98
Gooseberry, 4s, each		0 84
Peach, 4s, each		0 82
Red currants, 16 oz., doz.		3 45
Raspberries, 16 oz., doz.	3 40	4 25
Do., 4s, each		0 98
Strawberries, 16 oz., doz.	3 90	4 25
Do., 4s, each	1 08	1 10

May be Some Peaches; Raisins

Toronto.

DRIED FRUITS.—Estimates given out indicate that after government requirements have been fulfilled 40 to 50 per cent. of orders placed for peaches may be shipped. Orders placed were about 25 per cent. normal amount, it is estimated, so about one-eighth usual quantity is now hoped for. The extent of damage through rain to the raisins is still unknown. Part of the crop was already safe and remainder may show some effects of exposure to the elements. Indications are, however, that good production will be well up to estimates.

Apples, evaporated, Ontario	0 18	0 20
Do., do., Nova Scotia		0 17
Apricots, unpitted		0 16½
Do., fancy, 25s		0 30
Do., choice, 25s	0 25	0 27
Do., standard, 25s	0 24	0 26
Candied Peels, American—		
Lemon		0 43½
Orange		0 45½
Citron		0 53
Currants—		
Grecian, per lb.	0 26	0 28
Australians, lb.	0 30	0 35
Dates—		
Excelsior, kgs., 3 doz. in case	6 50	6 75
Dromedary dates, 3 doz. in case	7 50	7 75
Figs—		
Taps, lb.		
Malagas, lb.		
Comadre figs, mats, lb.	0 13	0 14
Cal., 4 oz. pkgs., 70s, case		3 50
Cal., 8 oz., 20s, case		2 00
Prunes—		
30-40s, per lb., 25s, faced		0 18
40-50s, per lb., 25s, faced	0 16½	0 19
50-60s, per lb., 25s, faced	0 15	0 16½
60-70s, per lb., 25s, faced	0 13½	0 14

70-80s, per lb., 25s, faced	0 14½	
80-90s, per lb., 25s, unfaced		0 13½
90-100s, per lb., 25s, faced		0 12½
100-120s, 25s		0 10½
Peaches—		
Standard, 25-lb. box	0 15½	0 17
Choice, 25-lb. boxes	0 18½	0 19
Fancy, 25-lb. boxes		0 22
Practically peeled, 25-lb. boxes		0 23
Extra fancy		0 22
Raisins—		
California bleached, lb.		0 15
Valencia, Cal.	0 10½	0 11
Valencia, Spanish		
Seeded, fancy, 1-lb. packets	0 12½	0 13½
Seedless, 12-oz. packets	0 12	0 12½
Seedless, 16-oz. packets	0 14	0 15
Seedless, bakers, Thompsons, 50s	0 13½	0 15½

Teas Hold Firm Without Change

Toronto.

TEAS.—The market remains firm without any change being recorded in the matter of price. Supplies generally are very good, though fine teas are reported none too plentiful.

Ceylon and Indias—		
Pekoe Souichongs	0 46	0 48
Pekoes	0 48	0 56
Broken Pekoes	0 56	0 58
Orange Pekoes	0 58	0 60
Broken Orange Pekoes	0 60	0 62
Javas—		
Broken Pekoes	0 45	0 48
Japans and Chinas—		
Early pickings, Japans		0 50
Second pickings	0 40	0 48
Hyson Thirds, lb.	0 40	0 48
Do., Seconds	0 50	0 55
Do., sifted	0 50	0 62

Outlook For Higher Coffee

Toronto.

COFFEE.—The outlook seems to be for higher coffee. Primary points have gained in strength and present prices on some lines which showed a recent advance of two cents per pound are very likely to be superseded by an additional increase of another two or three cents per pound. Stocks so far have largely met the demand, but generally may be termed low. Improvement in the matter of supply is not looked for—materially so at any rate.

Coffee—		
Bogotas, lb.	0 33	0 36
Guatemala, lb.	0 29	0 31
Maracaibo, lb.	0 30	0 35
Mexican, lb.	0 32	0 36
Jamaica, lb.	0 31	0 36
Blue Mountain Jamaica		0 46
Mocha, Arabian, lb.		
Rio, lb.	0 26	0 32
Santos, Bourbon, lb.	0 32	0 35
Chicory, lb.		0 25
Cocoa—		
Pure, lb.	0 25	0 30
Sweet, lb.	0 18	0 20

Spices Show Continued Strength

Toronto.

SPICES.—Continued strength features the spice markets. This applies practically throughout the list and a decided improvement in the demand is noticeable. Favorable war news has not excited any downward influence on the markets and it is felt in some quarters that even with the cessation of hostilities it would be many months before any appreciable change in the prices would be felt.

		Per lb.
Allspice	0 18	0 25
Cassia	0 33	0 45

Cinnamon	0 45	0 60
Cayenne	0 30	0 35
Ginger	0 75	0 85
Ginger	0 30	0 45
Herbs — sage, thyme, parsley, mint, savory, marjoram	0 40	0 70
Pastry	0 28	0 40
Pickling spice	0 22	0 30
Mace	0 90	1 10
Peppers, black	0 44	0 46
Peppers, white	0 50	0 55
Paprika, lb.	0 60	0 65
Nutmegs, selects, whole, 100s	0 45	0 50
Do., 80s		0 55
Do., 64s	0 60	0 65
Mustard seed, whole	0 35	0 45
Celery seed, whole		0 75
Coriander, whole	0 25	0 35
Caraway seed, whole	0 90	1 00
Tumeric		0 30
Cream of Tartar—		
French, pure	1 00	1 10
American high test		
2-oz. packages, doz.		2 00
4-oz. packages, doz.		3 50
8 oz. tins, doz.	6 75	6 85
Tartarine, barrels, lb.		0 21
Do., kegs, lb.		0 23
Do., pails, lb.		0 25
Do., 4 oz., doz.		0 90
Do., 8 oz., doz.		1 75
Do., 16 oz., doz.		3 25

Firm Tendencies Still Evident

Toronto.
NUTS.—Firm tendencies in all lines mark the situation in nuts. Shipments continue to go forward in good volume and the trade generally shows a healthy condition.

Lima Beans May Not Come

Toronto.
BEANS.—A report current in the trade this week is that no shipment of new crop limas may be expected. It is indicated a tight embargo exists and this is rather unexpected in view of good crop reports and fact that surplus from last year's production is reported. The situation otherwise is without change.

Ontario, 1-lb. to 2-lb. pickers, bu.	6 50	6 75
Do., hand-picked		8 00
Can. White Kidney Beans, bush.	8 40	9 00
Japanese Kotosashi, per bush.		8 00
Rangoons, per bush.	6 00	6 50
Limas, per pound	0 17½	0 19

Rices Firm; Demand Good

Toronto.
RICES.—The market holds firm at unchanged levels. The demand is good and the situation generally considered satisfactory. Range of prices follows:

Texas, fancy, per 100 lbs.	12 50	13 00
Blue Rose Texas, per 100 lbs.	12 75	13 00
Honduras, fancy, per 100 lbs.	13 00	13 50
Siam, fancy, per 100 lbs.	10 50	11 50
Siam, second, per 100 lbs.	10 00	11 00
Japans, fancy, per 100 lbs.	11 00	12 00
Japans, second, per 100 lbs.	10 00	11 00
Chinese XX, per 100 lbs.	9 50	10 50
Do., Simlu		13 00
Do., Mujin, No. 1		12 00
Do., Pakling		11 50
Tanioca, per lb.	0 14	0 15
White Sago	0 14½	0 16

Situation Steady in Package Goods

Toronto.
PACKAGE GOODS.—A steady feeling prevails in all package goods. Prices are firm, the demand generally con-

sidered normal and altogether the situation without feature.

Honey Sells Well; Maple Syrup

Toronto.
HONEY, MAPLE SYRUP.—Sales of honey continue along very good lines and the market is holding steadily at unchanged levels. Maple syrup is quiet though trade is considered normal.

Honey—		
Clover, 2½-lb. tins		0 29
5-lb. tins	0 28	0 28½
10-lb. tins		0 28
Buckwheat, 60-lb. tins	0 27½	0 28
Comb, No. 1, fancy, doz.	3 75	4 25
Do., No. 2, doz.		3 00
Maple Syrup—		
No. 1, 10-lb. tins, 6 to case		15 10
No. 2, 5-lb. tins, 12 to case		17 10
No. 3, 2½-lb. tins, 24 to case		18 50
No. 3, 32-oz. bottles, 24 to case		16 70
Gallon tins, Imperial, per gal.		2 25
5-gallon tins, Imperial, per tin		10 50
Barrels, 25 or 40 Imp. gals., gal.		2 00

Apples Higher; Oranges Soaring

Toronto.
FRUIT.—Higher prices are already in evidence on some lines of barreled apples and an advance of \$1.00 on No. 1 Kings and 50c on No. 1 Greenings, No. 1 Blenheims, and No. 1 Cranberry Pippins is shown in quotations issued this week. Oranges show a sharp advance, prices ranging up to \$12.00-\$14.00 per box. The epidemic of influenza has created a very heavy demand for oranges and lemons and with limited supplies only available prices are at record levels.

Apples—			
Early, 11-qt. basket	0 30		0 50
Do., B.C. Crab, box	2 25		
Do., Crab, 11-qt. basket	0 65		0 75
Do., B.C. McIntosh Reds, box	3 25		3 50
Do., B.C. Jonathans, box	3 25		3 50
Do., in Barrels.	No. 1	No. 2	No. 3
Kings	6 00	5 00	4 50
Greenings	5 50	5 00	4 25
Wealthy's	5 00	4 50	4 00
Colvert's	4 50	4 25	3 50
Blenheims	5 50	5 00	4 00
Ribstons	5 00	4 50	4 00
Alexanders	5 00	4 50	4 00
Wolf River	5 00	4 50	4 00
St. Lawrence	5 00	4 50	4 00
Snows	6 00	5 50	5 00
C. Pippin	5 50	5 00	4 25
Bananas, per lb.			0 06
Cranberries, bbls.			13 00
Do., ½ bbls.			6 50
Grapes—			
Do., Cal., Tokays, crate			4 00
Do., Canadian, basket	0 38		0 40
Grapefruit—			
Florida, 36s, 46s			6 25
Do., 54s, 64s, 72s, 80s	6 50		7 00
Do., 96s	6 50		7 00
Oranges—			
Valencias—			
100s, 126s, 150s	12 00		14 00
176s, 200s, 216s, 250s, 288s	12 00		14 00
Lemons, Cal., case			8 00
Do., Messina Verdellis, box			7 50
Pineapples—			
Floridas, 30s, 36s, case	5 50		6 00
Pears, Cal., winter varieties			5 00
Do., Can., basket	0 75		1 00

Sweet Potatoes Easier; Peppers, Too

Toronto.
VEGETABLES.—A decline has been noted in sweet potatoes, hampers now being quoted at \$2.50. Green peppers are also easier at 40 to 50c. Celery, Fancy Thedford, in large crates, is ar-

riving, being quoted at \$4.50 crate. Tomatoes are pretty well cleaned up.

Cabbage, Can., crate	1 35
Do., doz.	0 75
Cantaloupes—	
Do., Can., 16s	0 50
Celery, Fancy Thedford, crates	4 50
Corn, doz.	0 25
Cucumbers, Can., basket	0 35
Gherkins, 6-qt. basket	1 00
Do., 11-qt. basket	1 50
Onions, Can. Yellow, 100-lb. bag	2 50
Do., Pickling, 11-qt. basket	1 25
Parsley, basket	0 40
Peppers, green, basket	0 40
Potatoes, New Jersey sweet, hamper	2 50
Potatoes, Canadian, bag	2 25
Quinces, 11s	1 00
Tomatoes, basket	0 50

Mills to Ship Substitute Flours

Toronto.
FLOUR.—The latest Food Board regulation provides that mills must make shipment of substitute flours with orders of wheat flour. Those mills which do not mill or carry substitutes are required to secure and ship with their orders or place orders with mills able to supply for direct shipment to the dealer. The list of substitutes now covers rye flour, barley flour, corn flour and oat flour only, which must be represented in shipments to the proportion of one to four.

Demand Continues in Big Volume

Toronto.
MILL FEEDS.—The demand shows no signs of letting up and all available supplies are readily shipped out at set prices.

MILL FEEDS	In carlots, track
Bran, per ton	\$37 00
Shorts, per ton	42 00

Markets Hold Steady; Corn Firmer

Toronto.
CEREALS.—The markets seem much steadier, corn, which has been on the downward move, having stiffened again and prices hold unchanged on the various products for the week. Two new products are being offered. Cornlets, in 98 lb. sacks, at \$6.50 sack and Cornaline, in 98 lb. sacks, at \$6.50 sack. Rye flour is being quoted at around \$6.50 and oat flour at \$6.00, somewhat easier figures.

	Single Bag Lots	F.o.b. Toronto
Barley, pearl, 98s	6 50	7 00
Barley, pot, 98s	5 00	6 00
Barley Flour, 98s	6 50	6 75
Buckwheat Flour, 98s		
Cornmeal, Golden, 98s	5 50	6 50
Do., fancy yellow, 98s	5 00	5 40
Corn flour, white, bbl.	11 00	11 15
Do., Government standard, bbl.	10 00	10 15
Graham flour, 98s	6 00	7 00
Hominy grits, 98s	6 25	6 60
Hominy, pearl, 98s	6 00	6 60
Rolled oats, 98s	5 25	5 50
Oatmeal, 98s	5 80	6 50
Potato Flour, lb.		0 18
Oat Flour	6 00	6 20
Rolled wheat, 100-lb. bbl.	6 75	7 00
Rye Flour, per 100 lbs.	9 50	12 00
Rye Flour, 98s	6 50	7 25
Peas, split	8 50	9 00
Blue peas	0 11	0 15

Above prices give range of quotations to the retail trade.

WEEKLY MARKET REPORTS BY WIRE

Statements From Buying Centres, East and West

British Columbia

FROM VANCOUVER, BY WIRE.

VANCOUVER, B.C., Oct. 15.—The local millers are taking the Government price of \$10.80 per barrel limited as the cash price for carload lots, hauled away by purrchaser; 10 cents barrel is added for delivery in the city and 10 cents per barrel for credit. Highland long keeping potatoes are now coming in freely and warehouses are filling up, but prices remain very firm. Other root vegetables are plentiful and are being more largely consumed than last year. Doctors urging free use as prophylatic against gripe and being between seasons there are few to ship out. Lard and butter easy and unchanged. Eggs are extremely scarce. Great quantities of Alberta eggs are being used. Cheese continues firm. Siam rice stocks again low. Oranges have gone up to \$11 a box. Lemons hard to get.

VANCOUVER, B.C.:

Sugar, pure cane, gran., 100 lbs.	9 45
Flour, war grade, Manitoba, per bbl., in car lots	10 80
Rice, Siam, No. 1, per ton	4 20
Do., Siam, No. 2	1 85 1 90
Rice, China, 44 lb. mats, No. 1 ..	1 90 1 95
Do., No. 2	1 75 1 80
Beans, Japanese, per lb.	0 10 0 12
Beans, B.C., white	0 14½ 0 15
Potatoes, per ton	32 00 35 00
Potatoes, lowland	42 00 45 00
Potatoes, ashcroft	0 32½
Lard, pure, in 400-lb. tierces, lb.	0 26¼
Lard compound	0 52
Butter, fresh made creamery, lb.	0 26¼
Cheese, Canadian	0 32½
Margarine	0 74
Eggs, new-laid, in cartons, doz.	11 00
Oranges, box	8 50
Lemons	5 25
New Cal. figs, 70 4-oz. pkgs.	0 30
Almonds	0 30
Brazils	0 30
Filberts	0 30
Cal. Walnuts	0 25
Cal. Walnuts, No. 2	0 25
Walnuts, Manchurian	0 25
Peanuts	0 25
Charge for roasting, per sack....	1 00

Alberta Markets

FROM CALGARY, BY WIRE.

Calgary, Alta., Oct. 15.—Large Ontario cheese is quoted at \$26.75 to \$27.50. Storage eggs, \$14.00 and \$15.00 a case, the latter price being asked for some April extras. Pickles in all sizes of containers offering at less money for some brands. Dingman's blue, dried salt fish, seedless raisins in packages, and some lines of cigars are slightly higher this week. New candied peels for immediate

shipment are quoted as follows: Lemon, \$34.50; orange, \$36.50; citron, \$39.50; Siam rice is quoted \$9.75 to \$11.00. Lemons, \$8.50 case.

CALGARY:

Beans, small, lb.	0 09	0 11
Beans, small white, per cwt.	8 75	
Flour, 98s, per bbl.	10 95	
Rye flour, 49s, per bbl.	12 20	
Cornmeal, 24s, per bbl.	12 30	
Molasses, extra fancy, gal.	1 15	
Rolled oats, 80s	4 80	
Rice, Siam, cwt.	9 75	11 00
Rice, Japan	11 00	12 00
Rice, China, per mat, No. 1	5 10	
Do., No. 2	4 70	
Tapioca, lb.	0 14	
Sago, lb.	0 14	
Sugar, pure cane, granulated, cwt.	10 87	
Cheese, No. 1, Ontario, large....	0 26¾	0 27½
Butter, creamery, lb.	0 49	
Do., dairy, lb.	0 35	0 40
Lard, pure, 3s, per case	18 60	
Eggs, new-laid, case	14 00	15 00
Eggs, No. 1 storage, case	14 00	14 20
Candied peel, lemon, lb.	0 34½	
Do., orange, lb.	0 36½	
Do., citron, lb.	0 39½	
Tomatoes, 2½s, stand. case, spot ..	4 10	4 20
Corn, 2s, standard, case	5 40	5 90
Do., new	3 35	3 60
Peas, 2s, standard case	3 60	
Apples, gals., Ontario, case	2 20	2 85
Strawberries, 2s, Ontario, case ..	7 50	8 10
Do., new pack	8 50	
Raspberries, 2s, Ontario, case ..	8 50	8 75
Do., new pack	8 50	8 75
Cherries, 2s, red, pitted	6 40	
Apples, evaporated, 50s, lb.	0 21	
Apricots, evaporated, lb.	0 26	0 29
Peaches, evaporated, lb.	0 18	0 20
Peaches, 2s, Ontario, case	4 75	
Salmon, pink, tall, case	9 00	10 25
Salmon, Sockeye, tall, case	17 75	
Do., halves	18 25	
Potatoes, per ton	29 00	
Oranges, Valencia, case	10 00	
Lemons, case	8 50	

Saskatchewan Markets

FROM REGINA, BY WIRE.

Regina, Sask., Oct. 15.—Threshing operations are nearing completion with the continuance of fine weather. Milk in Regina advanced one cent a quart on Thanksgiving Day. Price is now 15 cents per quart. A ton and a half of milk is now being brought in from Edmonton to meet the local demand and this product laid down here costs sixteen and a half cents, dealers claim. No prunes are in prospect from California to meet local requirements, a result of recent destruction through rains. Cheese has advanced two cents per pound and is now 29 cents. Quite a shortage of pork is evident at present time. The price is also considerably advanced, packers asking 26 cents per pound by the carcass as compared with 20 cents same time last year. There is plenty beef and lamb.

REGINA—

Beans, small white Japans, bu. ..	7 50
Beans, Lima, per lb.	
Flour, standard, 98s	5 55
Molasses, New Orleans, gal.	0 75

Rolled oats, bails	4 85
Rice, Siam, cwt.	9 25
Sago, lb.	0 12½
Tapioca, lb.	0 14
Sugar, pure cane, gran., cwt.	10 69
Cheese, No. 1 Ontario, large	0 29
Butter, creamery	0 50
Lard, pure, 3s, per case	18 00
Bacon, lb.	0 47½
Eggs, new-laid	0 40 0 45
Pineapples, case	5 75
Tomatoes, 3s, standard case	4 75 5 00
Corn, 2s, standard case	4 85
Peas, 2s, standard case	3 60 5 20
Apples, gal., Ontario	2 40 2 75
Apples, evaporated, per lb.	0 19½
Strawberries, 2s, Ont., case	8 50
Raspberries, 2s, Ont., case	8 70
Peaches, 2s, Ontario, case	4 65
Plums, 2s, case	3 40
Salmon, finest Sockeye, tall, case ..	18 00
Salmon, pink, tall, case	9 25
Pork, American clear, per bbl.	40 75 41 00
Potatoes, bushel	0 50 1 00

New Brunswick Markets

FROM ST. JOHN, BY WIRE.

St. John, N.B., Oct. 15.—New pack canned goods are now arriving. The new prices show a dollar reduction in tomatoes which are now quoted at \$4.40, but there has been an even bigger increase in peaches which are now \$6.00, with corn slightly lower at \$4.90. Case eggs are firmer at 48c to 50c. Lard is higher again. Pure 35c to 35½c, compound 28c to 28½c. Potato quotation shows effects of reduced crops reaching \$4.00. Lemons advanced, now \$10. Plums off market. Nova Scotia apples \$2 to \$5 barrel.

ST. JOHN, N.B.:

Flour, No. 1 patents, bbls., Man.	12 70
Cornmeal, gran., bags	7 00
Cornmeal, ordinary, bags	3 75 3 80
Sugar—	
Standard, granulated	9 85 9 90
No. 1, yellow	9 35 9 40
Cheese, N.B., twins	0 27 0 27½
Eggs, fresh, doz.	0 50 0 55
Eggs, case	0 48 0 50
Breakfast bacon	0 35 0 38
Butter, creamery, per lb.	0 48 0 50
Butter, dairy, per lb.	0 45 0 48
Butter, tub	0 42
Margarine	0 30 0 32
Lard, pure, lb.	0 35 0 35½
Lard, compound	0 28 0 28½
American clear pork	56 00 64 00
Beef, corned, 1s	4 90
Tomatoes, 3s, standard, case	4 40
Raspberries, 2s, Ont., case	6 20
Peaches, 2s, standard case	6 00
Corn, 2s, standard case	4 90
Peas, standard case	3 30
Apples, gal., N.B., doz.	4 00
Strawberries, 2s, Ont., case	8 20
Salmon, Red, spring, cases	15 00
Pinks	11 00
Cohoos	14 00
Chums	8 50
Evaporated apples, per lb.	0 18 0 19
Peaches, per lb.	0 22 0 23
Potatoes—	
Natives, per bbl.	3 50 4 00
Onions, Can., 75-lb. bags	2 10 2 25
Lemons, Cal., Messina	10 00
Oranges, Cal., case	10 00 12 00
Grapefruit, case	7 50 8 00
Bananas, per lb.	0 07
Peaches, Cal., crate	3 00
Apples, N.S.	2 00 5 00

PRODUCE and PROVISIONS

Importance of Equipment in Business

Modernized Store Display and Sanitary Devices One of the Great Factors in Building Business—Giving Salesmen an Interest in Sales a Way to Stimulate Business

EQUIPMENT is one of the important factors in business to-day. People have come to look for it and to go where it can be found, so that it has become one of the important elements in building business.

W. L. Hogarth, 74 Bathgate Ave., Toronto, has foreseen the advantage of installing modern equipment. For instance he has a complete mechanical refrigeration system for keeping his stock of fresh, cured and cooked meats in the best condition. This meant considerable outlay. But it has served to protect him against loss in this department always, especially so in the hot weather. An added advantage of this refrigeration plant is that of display. The refrigerating pipes at the rear of the refrigerator counter in no way interfere with the frozen air or ammonia and lend themselves to a

backing for the display of meats on platters, etc., immediately in front of them. A neat case, enclosed with glass in front and on top, and with nickelled division strips, makes an attractive fixture, and is a silent salesman in itself.

Meat and Grocery Sales.

This store has maintained from its opening about three years ago a splendid trade in meats, quite in keeping with the sales of the grocery department. Not only has this been possible, but plans are under consideration now for the further development of this side of the business, so that a larger demand may be served. It is very probable that the equipment of the store will enable the firm to handle a certain amount of jobbing trade with other stores in the vicinity, or within a few

miles. Thus, notwithstanding the war and its attendant effect upon the meat business everywhere, there will really be an increase in turnover the present season.

Handling Fresh Fish.

The Hogarth store has handled fish along with its other lines. It is now proposed to instal a larger and more complete refrigerator to take care of fresh fish and maintain them in prime condition. When this case is completed it will be possible to keep fish in even better condition than before and to carry it on the premises in larger quantities than formerly. The advantage of this will be that of maintaining a stock to handle a steady trade from the store's patrons.

Giving Salesmen an Interest in Sales.

Mr. Hogarth is solving the help problem by giving his salesmen a direct in-



Interior of a Prince Albert, Sask., store, showing well-arranged provision department in the rear.

terest in his business. This advantage immediately appealed to the men and has served to retain the most desirable class of help engaged by the store. An incentive to better work and more of it, the privilege of sharing in the accruing profits of earnest effort has so appealed to the staff that this plan bids fair to prove its worth from the very outset.

The retail grocer figuring matters out on this basis has made an important innovation, and one which will probably become a far-reaching factor in his future development. In many enterprises it has already proven to be a large contributing factor in measuring progress and development. The proprietor has, in the first instance, taken the salesmen into his confidence and there exists from that moment a real intimate connection which must make for the expansion of the business generally. For a satisfied employee is an important asset.

To know that he is to share in the results of his expended effort is likely to make an employee more earnest and more painstaking than if he were receiving only a moderate, definite return for his work. Therefore, from the proprietor's standpoint as well as that of the employee, there are mutual advantages in this profit-sharing policy.

Details of the plan at this store are still being worked out, but knowing that there will be an inauguration of this plan, the men already are taking an increased interest in the selling end of the business.

PIONEER CANNER DIES

Matthew Moore, Who Has Devoted the Most of His Life to the Canning Business, Called by Death At a Ripe Old Age

Matthew Moore for many years a prominent figure in the canning trade, died recently at the home of his son-in-law, L. R. Tobey, 360 Aberdeen ave., Hamilton. The late Mr. Moore retired from active business about eight years ago, and had since made his home with his son-in-law, Roy Tobey. Mr. Moore was a member of Court Transportation, Canadian Order of Foresters, joining the order the 25th of November, 1879, Court Frederick, Delhi. Mr. Moore was born in Burford, Brant County, 82 years ago, and was the son of the late Colonel Moore, who was a magistrate of Scotland, and who was granted a considerable amount of land in the township of Moore, Lambton County, for his valuable services in the rebellion. He started the first canning factory in Ontario at Grimsby, and has since made it his business to organize canning factories. He learned the canning business in Baltimore, Md., and for some time packed beef and turtle in Texas. Among the many factories he has organized are those at Simcoe, Aylmer, Delhi, Watford, West Lorne and other places. Mr. Moore and Capt. Howell started the oil refinery at Sarnia, which is now owned by the Standard Oil Company.

Mr. Moore spent nineteen years in Chatham in charge of the processing of

Gasoline Dealers to be Licensed

All Sellers of Gasoline Are Required to Have License—License Fee Will be Imposed on a Basis of Yearly Volume of Business

AS of recent date many grocery and general stores have installed gasoline pumps and have made the selling of gasoline an important item in their business the government regulations requiring the licensing of all dealers in gasoline in Canada will be of considerable interest.

This will place the control of the entire wholesale and retail gasoline trade under the direction of Fuel Controller Magrath. Forms of application for licenses will be mailed from the Fuel Controller's office in Ottawa and the license fees will range from \$2 to \$600 per annum, based entirely on the volume of dealers' sales of gasoline during the previous year.

Must Keep Records

Provision is also made for the keeping of certain sales records, and all retailers of gasoline are called upon to post in their places of business the wholesale as well as the retail cost of gasoline handled by them. One important pro-

vision of the regulations is that for the duration of the war the sale of gasoline on Sundays is absolutely prohibited.

Prices are Fixed

Retail maximum prices are prescribed for establishments selling gasoline in quantities over a thousand gallons a month. Profits are based on a 10 per cent. advance over the wholesale cost delivered. These regulations mark the first step toward bringing the control of the sale of gasoline under the same sort of supervision as is now extended to the sale of coal and other fuels.

Liability to Fines

In cases where dealers fail to obey the provisions of the law the Fuel Controller has absolute power to cancel or suspend licenses without notice. All persons who continue to deal in gasoline without making application for a permit to do so will be subject to a penalty of \$50 for each day such business is conducted in contravention of the regulations.

the Kent Canning Co. The last factory he organized was at Jordan. Mr. Moore was one of the pioneers of the gold mining excitement in California about 1855. He sailed from New York to Panama, went across to the Pacific side and into the California gold field. He is survived by his widow, Frances Moore, a daughter, Mrs. Le Roy Tobey, and one son William S. Moore, of St. Bartholomew, Que.

SOME INTERESTING INFORMATION REGARDING EGG CANDLING

Although the candling method of determining the quality of eggs in the shell is the best known for commercial grading, one group of eggs of inferior quality can not be detected by this system and it is inadequate in grading still another group. The investigations, reported in the United States Department of Agriculture Bulletin 702, show that experienced candlers and those using extreme care do not make many mistakes in grading eggs. Eggs with green whites and those having a normal appearance but bad odors are not recognizable by candling. White rots, more particularly mixed rots, eggs with yolks slightly stuck to the shell, blood rings and eggs with bloody whites are not always detected and are included in the group most frequently miscandled by inexperienced or careless workmen. Eggs with brown shells or light-colored yolks make detection between good and bad specimens more difficult.

In the studies with skilled candlers, who candled a number of cases of 30 dozen eggs each, the average proportion of bad eggs miscandled per case varied from 0.2 in spring firsts to 10.77 in very

low-grade cold-storage eggs. The percentage of bad eggs which could not be found by recandling ranged from none to 6.93 per cent. per case and depended on the grade of eggs examined. In the commercial candling of 128,587 eggs, 5,985 bad eggs were found, of which 71.65 per cent. were recognised by candling and the balance, or 28.35 per cent. were not found until the eggs were opened and examined individually. Then it was observed that the 28.35 per cent. was divided between a group of 17.02 per cent. bad eggs, which in many instances are distinguishable by candling and a second group of 11.33 per cent. consisting of types of bad eggs which can not be discovered until the eggs are broken.

The accuracy of candling depends upon the quality of the eggs and the skill of the candler, according to the bulletin. In plants having poor management and poor candlers the number of good eggs in the discards sometimes reached 11 dozen to the case. The enforcement of a system of checking the work of individual candlers, particularly in plants employing inexperienced help, was found to be the best way to maintain high efficiency and thus eliminate waste by grading marketable eggs as rejects.

PROHIBITS USE OF PREMIUMS

Two American coffee concerns, doing business in interstate commerce, have been ordered by the Federal Trade Commission to discontinue the distribution with their products of premium coupons redeemable for articles of unequal value based on chance.

Produce, Provision and Fish Markets

THE MARKETS AT A GLANCE

LIVE hogs are again the feature of markets which seem to be generally fairly quiet this week. A further decline of 50c has been made, and it is thought this will carry through for the week's buying. The run has been very good, and improved receipts are looked for during the next few weeks.

The better arrivals of hogs has had an effect on the lard situation as well. Supplies are better in spite of increased demand, and there is a tendency on the part of some to accept business for November delivery on a firm basis about a half cent below spot deliveries.

Production of eggs has fallen off very materially, with the result that demand is being largely met from storage stocks. Sales have kept up at a good level.

Butter is in big demand, and dealers are hard pressed to cut butter fast enough to meet the heavy calls on storage supplies. Little dairy butter is coming in, it being thought production is being absorbed largely at local centers. Cheese is scarce, and dealers are having difficulty in meeting the demands of the trade.

Poultry has been arriving in good quantities. Some sources intimate a poor grade coming along, whereas others report quality generally a little above the average.

Fish continues to sell freely. A scarcity of fresh cod is reported, and some indications of a light supply of oysters have been given.

Bacon, Ham Move; Hogs Easy

Montreal.

PROVISIONS.—There is a steady and good trade for bacon and hams and some other cured meats, which hold unchanged notwithstanding the easier position of live and dressed hogs that has recently developed. It is probable that some slight reductions may be made in these lines, although the good demand has been keeping prices steady.

Live and dressed hogs are quiet and the tendencies are downward, but have not yet manifested themselves. Factions are working to maintain prices, while buyers are trying to pull these down. Markets for barrel pork are very quiet and dull.

Hogs, Dressed—			
Abattoir killed, small	27 50	28 00	
Do., heavy, 225-275 lbs.		26 00	
Hogs, live	19 00	19 50	
Hams—			
Medium, smoked, per lb.—			
(Weights) 16-25 lbs.	0 35	0 36	
Large, per lb. (wgh.) 25-35 lbs.	0 32	0 33	
Backs—			
Plain	0 43	0 44	
Boneless, per lb.	0 46	0 47	
Bacon—			
Breakfast, per lb.	0 43½	0 44	
Roll, per lb.	0 33½	0 34½	
Dry Salt Meats—			
Long clear bacon, ton lots	0 29	0 29½	
Long clear bacon, small lots	0 29½	0 30	
Fat backs, lb.	0 29½	0 30	
Cooked Meats—			
Hams, boiled, per lb.	0 53	0 54	
Hams, roast, per lb.		0 54	
Shoulders, boiled, per lb.		0 46	
Shoulders, roast, per lb.		0 48	
Barrel Pork—			
Canadian short cut (bbl.)		\$58 00	
Clear fat backs (bbl.)		60 00	
Short cut clear pork (bbl.)		58 00	
Heavy mess pork (bbl.)		55 00	
Bean pork (bbl.)		54 00	

Lard Holds Strong On Good Demand

Montreal.

LARD.—There is much strength to the market undertone but no quotable changes are made. Stocks are still very fair and the trade from both city and country districts bids fair to continue active.

Lard, pure—			
Tierces, 400 lbs., per lb.		0 32	
Tubs, 60 lbs.		0 32½	
Pails		0 32¾	
Bricks, 1 lb., per lb.		0 34	

On Light Supplies Shortening Is Firm

Montreal.

SHORTENING.—Trade keeps brisk and prices firm. The fact is that if supplies are not augmented, the present heavy sales will tend to enhance prices ere long. Heavy demand for fats of all kinds has the effect of preventing much accumulation.

Shortening—			
Tierces, 400 lbs., per lb.		0 26¼	
Tubs, 50 lbs.		0 26¾	
Pails, 20 lbs., per lb.		0 27	
Bricks, 1 lb., per lb.		0 28	

Margarine Firm, Improved Demand

Montreal.

MARGARINE.—The better grades of margarine are very firm. In view of the high butter prices, this condition is likely to continue and it is probable prices will further increase on this line. For the week prices hold firmly without change.

Margarine—

Prints, according to			
quality, lb.	0 30	0 32	0 34
Tubs, according to			
quality, lb.	0 29	0 31	0 33

Butter Is Firm At Held Prices

Montreal.

BUTTER.—Markets are still decidedly firm, and this under heavy and steady demand. Receipts have been fairly good, but there has been so little abatement in consumption that much stock is continually being used up, and none seem inclined to defer buying.

Butter—

Creamery prints (fresh made)	0 50
Creamery solids (fresh made)	0 49
Dairy prints, choice	0 44
Dairy, in tubs, choice	0 42

Cheese Firmer Buying Prices High

Montreal.

CHEESE.—In accordance with the higher prices demanded by the various country boards, cheese has firmed during the week. Some are asking 27c now for large cheese, twins and triplets. Sales at country points ruled around 24¾c and there is quite an active market for lots coming forward. The retail trade is absorbing a considerable amount, but it develops that frequency in buying is characteristic of many dealers. The recent increase of price made for lots wanted by the Dairy Produce Commission, has been a leading factor in the increased price asked of the trade.

Cheese—

Large, per lb.	0 26	0 27
Twins, per lb.	0 26	0 27
Triplets, per lb.		0 27
Stilton, per lb.		0 29
Fancy, old cheese, per lb.		0 29

Eggs Hold Firm, Many For Export

Montreal.

EGGS.—Prices for eggs have ruled firm, but there has been no actual change from last week. New-laid are scarce and the farmers are not sending forward a great quantity. Storage stocks are consequently being used freely and while storage eggs are still in good supply, the present demand will absorb a great many of these in a short time.

Eggs—

New laid	0 60
Selects	0 63
No. 1	0 49
No. 2	0 47

Poultry Sold Well For Thanksgiving

Montreal.

POULTRY.—The position is unchanged, and sales for Thanksgiving business were very good. This was probably less, owing to the "Flu" epidemic, although telephone business was heavy. The same condition is still reported re-

garding the grade of fowl coming forward. Large numbers are poorly-conditioned and this is a fault the produce men would like remedied. Prices for the better grades are good, while those for the inferior grades have a tendency to soften.

	Live	Dressed
Chickens, roast (3-5 lbs.)	.....	\$0 38
Chickens, roast (milk fed)	.....	0 43
Broilers (3-4 lb. pr.)	.....	0 40
DUCKS—		Dressed
Brome Lake	\$0 46	\$0 47
Young Domestic	0 35	0 38
Turkeys (old toms), lb.	0 38	0 40
Turkeys (young)	.....	0 40
Geese	.....	0 30
Old fowls	0 34	0 36

Scarcity Halibut, Salmon; Oysters Active

Montreal.

FISH.—There is little change in the price basis of the fish market, and sales have been maintained through the week on a satisfactory basis.

Bulk oysters are in freer supply, the producers being better able to take care of the demand. Locally they are increasing in sale and will as the weather becomes cooler.

Among those lines which are short, halibut and salmon are important. The favor with which these are received makes a shortage apparent very promptly, once production has decreased.

Salt and pickled fish are in demand, and booking business is reported active. The general retail demand has been excellent with many.

SMOKED FISH.

Haddies (fresh cured)	0 14	0 16
Haddies, fillet	0 18	0 20
Smoked herrings med.) per box	0 23	0 24
Smoked cod	.....	0 15
Bloaters, per box 60/100.	1 50	2 25
Kippers, per box 40/50.	2 25	2 50

SALTED AND PICKLED FISH.

Haddock (per bbl.), 200 lbs.	.....	16 00
Herring (Labrador), per bbl.	14 50	15 00
Herring (Labrador), ½ bbls.	7 50	7 75
Herrings, No. 1 lake (100-lb. keg)	.....	6 00
Salmon (Labrador) per bbl.	27 00	28 00
Do., tierces	.....	38 00
Salmon (B.C. Red)	.....	26 00
Sea Trout, red and pale, per bbl.	20 00	22 00
Sea Trout (½ bbls.)	10 50	13 00
Green Cod, No. 1, per bbl. (med.)	.....	21 00
Green Cod (large bbl.)	.....	22 00
Mackerel, No. 1, per bbl.	.....	32 00
Mackerel (½ bbl.)	.....	16 50
Codfish (skinless), 100-lb. box	.....	16 00
Codfish, 2-lb. blocks (24-lb. case)	.....	0 18
Codfish (skinless), blks. "Ivory"	.....	.....
Brand, lb.	.....	0 16
Codfish, boneless, lb. (according to package)	0 16	0 20
Codfish, shredded, 12-lb. box	.....	2 50
Eels, salted	0 11	0 12
Pickled turbot, new, bbls.	16 00	17 00
Do., half barrels	7 50	8 50
Cod, boneless (20-lb. boxes), as to grade	0 14	0 18
Cod, strip (30-lb. boxes)	.....	0 18
Cod, dry (bundles)	.....	16 00

SHRIMPS, LOBSTERS, OYSTERS

Lobsters, medium and large, lb.	.....	0 60
Prawns, lb.	.....	0 40
Shrimps, lb.	.....	0 38
Scallops, per gallon	.....	4 00
Oysters—		
Ordinary, No. 1, gal.	.....	2 75
Cape Cod shell oysters, bbl.	14 00	16 00
5 gal. (wine) cans	.....	13 75
1 gal. (wine) cans	.....	2 60
3 gal. (wine) cans	.....	7 50
Oyster pails (pints), 100.	.....	1 50
Oyster pails (quarts), 100.	.....	2 10
Clams, med., bbl.	.....	9 00

FRESH FROZEN SEA FISH

Herring, large sea, lb.	0 09	0 10
Herring, frozen, lake, lb.	0 07	0 09

Halibut	0 23	0 24
Halibut (medium)	.....	0 24
Haddock	0 08	0 09
Mackerel	0 15	0 16
Cod—Toms, bbl.	.....	4 00
Cod Steak, fancy, lb.	0 11	0 12
Salmon, red	0 20	0 23
Salmon, pale	0 15	0 16
Salmon, Gaspe	0 26	0 28
Swordfish	0 21	0 22

FRESH FROZEN LAKE FISH

Pike, lb.	0 10½	0 12
Perch	0 12½	0 13
Whitefish, lb.	0 15	0 16
Whitefish (small)	0 09½	0 12½
Lake trout	0 19	0 20
Eels, lb.	.....	0 12
Doree	0 15	0 16

FRESH FISH

Haddock	0 09	0 10
Steak cod	0 11	0 13
Market cod	0 07	0 08
Carp	0 09	0 10
Dore	0 18	0 20
Lake trout	0 19	0 20
Brook trout	.....	0 45
Pike	0 12	0 13
B.C. Salmon	0 26	0 27
Salmon (Gaspe)	0 27	0 28
Gaspereaux, lb.	.....	0 06
Western Halibut	0 24	0 25
Eastern Halibut (chicken)	.....	0 23
Eastern Halibut (med.)	.....	0 26
Flounders	0 08	0 10
Perch	.....	0 09
Bullheads	.....	0 12
Whitefish	0 19	0 20
Whitefish (small)	0 09½	0 12
Eels	.....	0 15
Mackerel, lb.	0 15	0 16
Smelts, No. 1	0 19	0 20
Smelts, No. 2	0 11	0 12
Smelts, No. 2	0 12	0 13
Shad	0 15	0 16
Swordfish	.....	0 25

Better Receipts of Live Hogs

Toronto.

PROVISIONS.—A decided improvement in receipts of live hogs was noticeable last week, and it is thought supplies will continue better for the next month or six weeks. Prices declined early in the week to \$18.25 per cwt. fed and watered, and it was thought this quotation would hold.

All dressed meats are firm and in very good demand. The undertone to the market is just a little easier owing to larger run of hogs, with tendency towards lowering prices.

Hams—		
Medium	0 38	0 39
Large, per lb.	0 34	0 35
Backs—		
Plain	0 46	0 48
Trimmed, with rib in	.....	0 48
Boneless, per lb.	0 50	0 52
Bacon—		
Breakfast, per lb.	0 41	0 46
Roll, per lb.	0 35	0 36
Wiltshire (smoked sides), lb.	0 37½	0 40
Dry Salt Meats—		
Long, clear bacon, av. 50-70, lb.	0 31	0 32
Do., aver. 70-100, lb.	.....	0 30
Fat backs	0 32½	0 34

Cooked Meats—		
Hams, boiled, per lb.	0 53	0 55
Hams, roast, without dressing, per lb.	0 53	0 55
Shoulders, roast, without dressing, per lb.	0 50	0 52

Barrel Pork—		
Mess pork 200 lbs.	50 00	54 00
Short cut backs, bbl., 100 lbs.	58 00	60 00
Pickled rolls, bbl., 200 lbs.	56 00	61 00

Hogs—		
Dressed, 70-100 lbs. weight	.....	29 00
Live, off cars	.....	18 50
Live, fed and watered	.....	18 25
Live, f.o.b.	.....	17 50

Lard Supply Better; Outlook Fair

Toronto.

LARD.—Supplies seem to be improved in view of the larger run of hogs, and whereas the demand is increasing it is now thought this will be pretty well taken care of. Some business is being accepted, November delivery, at easier prices than spot shipments. The outlook seems to be quite satisfactory at the present time. Quotations range as follows:

Lard, pure, tierces, 400 lbs., lb. \$0 30½ \$0 31½
In 60-lb. tubs, ¼-½c higher than tierces
pails ½-¾c higher than tierces, and 1-lb. prints, 1½-1¾c higher than tierces.

Shortening Holds Firm, Unchanged

Toronto.

SHORTENING.—The situation is without change. Demand is good, and being met from ample though not heavy stocks. Price rules firm and with steady undertone.

Shortening, tierces, 400 lbs., lb. \$0 26
In 60-lb. tubs, ¼-½c per lb. higher than tierces; pails, ½-¾c higher than tierces, and 1-lb. prints, 1½-1¾c higher than tierces.

Demand For Margarine Better

Toronto.

MARGARINE.—The demand shows continued improvement from week to week. Shipments are coming along freely, and there is no indication at present of a shortage developing. Prices hold firm and without change.

Margarine—

1-lb. prints, No. 1	\$0 33	\$0 34
Do., No. 2	0 31	0 32
Do., No. 3	0 27	0 28
Solids, 1c per lb. less than prints.		

Butter Moves Freely; Little Dairy Coming

Toronto.

BUTTER.—Dealers report very heavy sales creamery butter from storage, and the greatest difficulty seems to be in cutting up rapidly enough to make prompt shipments. There is little dairy butter arriving, supplies being absorbed generally at point of production without shipping to larger centres. Prices are steady for the week.

Creamery prints	0 51	0 52
Creamery solids	.....	0 51
Dairy prints, fresh separator, lb.	0 49	0 50
Dairy prints, No. 1, lb.	.....	0 46

Production Eggs Grows Smaller

Toronto.

EGGS.—Production has fallen to an almost negligible factor as far as taking care of the trade is concerned. The demand is being very largely met from storage stocks and sales have been maintained at a very satisfactory level.

Eggs—

New-laid, in cartons, doz.	0 60	0 65
Do., extras	0 59	
Do., No. 1, doz.	0 64	0 55
Storage, No. 1, doz.	0 61	0 52
Splits and No. 2, doz.	0 45	0 47

Cheese a Scarce**Commodity; Firm****Toronto.**

CHEESE—Cheese is a very scarce commodity and there seems to be great difficulty in securing sufficient to take care of orders coming to hand. This condition seems largely general among the trade here. Prices hold without change at new levels recently established.

Cheese—

New, large	0 26	0 27
Stilton (new)	0 29	0 30
Twins, ¼ lb. higher than large cheese. Trip-lets ½ lb. higher than large cheese.		

Poultry Coming**Along Freely****Toronto.**

POULTRY—The supply of poultry coming in has been very heavy during the past couple of weeks. Generally the mass of poultry received has been good, in fact, it is said this year's receipts seem somewhat above the average. Prices are unchanged for the week.

Prices paid by commission men at Toronto:

	Live	Dressed
Ducks	\$.....\$0 15	\$.....\$.....
Ducklings	0 20	.....
Turkeys	0 30	.....
Roosters	0 18	.....
Hens, over 4 lbs.	0 23-0 24	.....
Hens, under 4 lbs.	0 18-0 20	.....
Chickens, Spring, 2 lb. or over	0 24	.....
Squabs, dozen	4 50	.....

Prices quoted to retail trade:

		Dressed
Hens, light	0 30	0 34
Do., heavy .....	.....	0 37
Chickens, spring	0 35	0 42
Ducklings	0 30	0 33
Turkeys	0 36	0 40

Oysters and Fresh**Cod Very Scarce****Toronto.**

FISH—Indications are that oysters are in light supply, and heavy receipts seem to be questionable with some sources. Fresh cod is also scarce, shipments going through to the States; it is thought. Other lines are in good supply and a good demand for all lines is in evidence.

FRESH SEA FISH

Brills, dressed, lb.	0 10	0 11
Cod Steak, lb.	0 10	0 12
Do., market, lb.	0 09	0 10
Do., Scrod, lb.	0 08	0 08½
Flounders, lb.	0 08	0 11
Flukes .....	.....	0 15
Gaspereau, lb.	0 08	0 08½
Halibut, medium, lb.	0 22½	0 23
Do., chicken, lb.	0 21½	0 22
Do., large	0 21½	0 22
Haddock, heads on, lb.	0 09	0 10
Do., headless, lb.	0 10	0 11
Do., Scrod, lb.	0 08	0 08½
Herring, lb.	0 08	0 09
Mackerel, lb.	0 14	0 16
Plaice, dressed, lb.	0 10	0 11
Smelts, lb.	0 10	0 15½
Tomcods, lb.	0 05	0 05½

FRESH LAKE FISH

Herring, dressed, lb.	0 11	0 12½
Trout, lb.	0 15	0 16
Whitefish, lb.	0 16	0 17

SMOKED FISH

Bloaters, 50 Count, box	2 25
Ciscoes, lb.	0 18
Haddies, box	2 50
Do., fillets, lb.	0 17
Do., Finnan, lb.	0 15
Herring, Kipperd, box	1 75
Shrimps, can	1 75

FROZEN SEA FISH

Cod Steak, lb.	0 09½	0 10
Do., market, lb.	0 08½	0 09
Flat Fish, B.C., lb.	0 10	0 11
Haddock, lb.	0 08½	0 09
Mackerel, lb. ....	.....	0 15
Halibut, lb.	0 22	0 23
Salmon, Cohoe, lb.	0 20	0 21
Do., Qualla, lb.	0 14	0 15
Do., Red Spring, lb.	0 24	0 25

FROZEN LAKE FISH

Mullets, lb.	0 06	0 06½
Pike, round, lb.	0 09	0 09½
Tulibeels, lb.	0 09	0 09½
Whitefish, lb.	0 15	0 15½

DRY AND PICKLED FISH

Bloaters, 50 count, box	2 25
Cod, Acadia Strip, box	\$6 00
Do., Halifax Shredded, box ..	2 20
Herring, Labrador, bbl.	14 00
Do., Do., keg	7 25
Do., Do., No. 4 size	5 60
Do., Do., No. 2 size	2 90
Imperial, 25 lbs., loose, lb.	0 13
Quail on Toast, 24 1-lb. tablets, lb.	0 14
Shrimps, headless, No. 1 size, tin ..	1 50
Do., Do., No. 3 size, tin	4 20
Skinless Fish, 50s & 100s, lb.	0 15
Sea Trout, keg	12 00
OYSTERS, No. 3 size package, ...	8 85
Do., No. 5 size package	14 50
Do., per gallon	3 10

SERIOUS DECLINE IN STORAGE HOLDINGS OF EGGS IN MONTREAL

Statistics issued by the Department of Agriculture on stocks of eggs in storage in Montreal of recent dates as compared with holdings of a year ago give some interesting figures. The withdrawal from storage between August 31 and Sept. 30 left the storage supply poorer by nearly 8,000 cases. Moreover, the figures given show how very far available stocks in storage in this city, which is fairly representative of conditions in other cities of the Dominion, have fallen below the holdings of the previous year.

Montreal Stocks, Sept. 30th, 1918

EGGS:	Sept. 29, 1917	Aug. 31, 1918	Sept. 30, 1918
	c/s	c/s	c/s
Fresh	4,015	3,933	4,751
Cold storage	106,284	93,758	86,040
Sept. decrease—	7,718	c/s.	

CANADA THIRD IN POULTRY EXPORT

In the export of poultry in 1916 to the United Kingdom, Ireland ranks first with a value of \$8,745,000 the United States second, \$1,310,000; and Canada fifth, \$60,025.

DANISH EGG EXPORTS

The value of the eggs exported from Denmark in the year 1917 amounted to between \$18,300,000 and \$20,000,000. The exports took place to Great Britain, Sweden, Norway and Germany.

SPAGHETTI MANUFACTURERS ALSO AGREE TO CONSERVE TIN

Packing of spaghetti and macaroni in cans will be discontinued in the United States after October 15. This action, in the form of a unanimous resolution, was taken by a committee representing

practically every large American canner of alimentary pastes, in conference with the United States Food Administration. The manufacturers declared that they were willing to take any measures that might be suggested by the Food Administration for the conservation of tin.

Willing to Shut Down

"We shut down upon recommendation about 4 months last year," the representatives of one company declared, "and if the Food Administration says the word, we will shut down to-day."

In order to allow the manufacturers to make use of the tins already in stock, and which are not suited for other purposes, it was finally decided that packing should be continued until present stocks of cans are exhausted, with October 15 as a limit.

PROTEST AGAINST NEW SHIPPING ORDER

A new order was issued by Canadian Freight Association as to rules of shipment. The order states that "Effective Oct. 1, freight, when to be delivered in less than carload lots, must be plainly, legibly and durably marked, showing the name (not initials only) of only one consignee and the address to which consigned."

So great a storm was raised among shippers by this order that it was agreed to make the order effective from Oct. 7. The grievance is that insufficient time has been given shippers to comply with the new regulations.

The Canadian Freight Association represents all railways operating in Canada, including American railways doing business in the Dominion. A joint meeting of the Wholesale Grocers' Guild, the Wholesale Dry Goods Merchants' Association and the Wholesale Metal and Dry Goods Merchants, will be held to-morrow at the Board of Trade to consider the whole effect and working of the new regulations.

facilities.

U. S. REVISES SALMON AND TOMATO ORDERS

The United States Food Administration has notified the wholesale grocers that the following modifications in the Government requirements have been made for canned salmon and canned tomatoes for the army and navy (No. 1 cans):—

80 per cent. tall and flat Alaska reds.
65 per cent. tall and flat pinks.
60 per cent. tall and flat Alaska chums.

100 per cent. all sizes Puget Sound and Sockeyes.

All medium reds, Cohoes and Silver-sides are released except such quantities as are already designated to be held by the Government.

The Government now reserves 45 per cent. of the total 1918 pack of all grades of tomatoes. Delivery to be of standard grade. If packer does not have sufficient quantity of standards he should make adjustment with buyer before tendering other grades.



Recommend Brunswick Brand to your hard-to-please customer

The woman who has very decided ideas as to what real quality sea foods should be will find in these delicious lines the realization of her ideals.

An already big demand is being augmented by the food conservation propaganda which aims at making fish a more common article of diet in the Canadian home.

This affords every good grocer an opportunity to extend his trade by featuring fish. A stock of Brunswick Brand Sea Foods will turn a sizeable share of the fish demand to your store.

Get in a supply to-day.

¼ Oil Sardines
¼ Mustard Sardines
Finnan Haddies
(Oval and Round Tins)
Kippered Herring
Herring in Tomato Sauce
Clams



**Connors Brothers
Limited
Black's Harbor, N.B.**

WHY NOT SELL FISH?

**It's Easy to Do—And
Profitable, Too**

The small space occupied by a Freeman Fish Box can easily be made one of the most profitable departments of your store, for the Government is urging housewives to use more fish and less meat and the demand for fish is growing in leaps and bounds.

FREEMAN'S FISH BOX is attractive, well made and thoroughly sanitary. Complies with all Government requirements. Choice of

white enamel or mission finish. Plate glass display top. Built on the same standard as our large meat refrigerators.



Get your share of this good business. Write to-day for illustrated catalogue and price list of Freeman's Fish Boxes. Mailed free.

Write To-day for Catalogue
FREEMAN'S FISH BOXES

Manufactured by

The W. A. Freeman Co., Limited
HAMILTON, ONT.

MONTREAL — David H. H. Neil, 16 Notre Dame St. E.
Uptown 8547
TORONTO—114 York Street, near King



RELEG

- Pronounced "Real Egg."
- A grand Egg Substitute.
- In packages of four different sizes.
- Sell easily to every economical housewife.
- You should display Releg.
- It's a good money maker.



RELEG CO. Regd.
34 King Street
QUEBEC CANADA

AGENTS: Loggie Sons & Co., Toronto—Angevine & McLauchlin, St. John, N.B.—W. H. Escott Co., Ltd., Winnipeg, Canada.



***Here's a popular line for the Present Season
—a product that EVERYBODY likes!***

MAKES you hungry to look at it—doesn't it? And it tastes every bit as good as it looks. A few thin slices with fresh vegetable salad make a light, appetizing repast—and it's equally good for sandwiches.

Davies Quality Bologna is prepared in our own sanitary kitchens from choice pork and beef—tastily seasoned—then smoked over hardwood fires. *It contains no artificial coloring of any kind.*

Moderately priced, too. Each sausage weighs from five to eight pounds.

If you want to feature a good, quick selling line on your provision counter—order *Davies Bologna* and see how well it takes with your customers.

Other excellent lines include *Davies Ham Bologna*—*Davies "Lakeside" Bologna*—*Davies Belforts*—*Davies Wieners*—all *quality* products, and dandy sellers.

Our Traveller will take your order—or we shall be pleased to have you drop us a postal card.

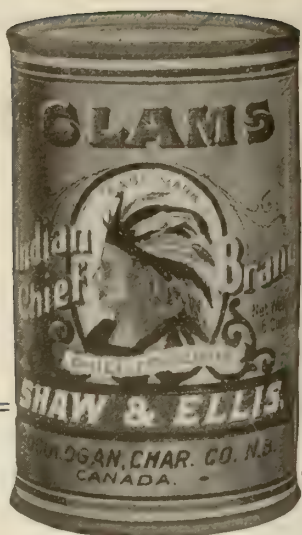
THE **DAVIES** COMPANY
WILLIAM LIMITED

MONTREAL

TORONTO

HAMILTON

Canada Food Board Packer's License No. 13-50



Help Conserve Our Meat Supplies

“INDIAN CHIEF” BRAND CLAMS

offer your customers a dandy substitute—a sweet, pure, wholesome fish food that represents sensible meat substitution in its most economical and practical form.

You cannot recommend a better sea food than Indian Chief Brand Clams. They will open up on your customer's table just as sweet and just as fresh as the day they were taken from the clam beds.

Remind your trade, too, that Indian Chief Brand Clams are ready cooked. Heating to a simmer makes them ready to serve—a fact that will appeal to both the restaurant trade as well as to the housewife.

**Make Indian Chief Brand Clams a leader
in your fish department. It will pay you.**

Shaw and Ellis, Pocologan, ^{Charlotte}Co. N. B.

HEINZ Tomato Chutney

One of the 57 Varieties

Here is a highly seasoned and carefully blended tomato relish which will give zest to meats, game, fish and oysters. It is prepared from ripe, red tomatoes, skilfully cooked and seasoned to bring out its pungent flavor, and is filled, while hot, into bottles.

Heinz Tomato Chutney will be specially desired as a relish for cold weather dinners. Stock it.

Imperial Rice Milling Co., Ltd.

VANCOUVER, B.C.



We are offering the best value
in Rice on the Canadian
market to-day.

Canada Food Board License No. 4-517

Our Advertising Makes Money For The Merchant



McCORMICK advertisements are to be found in the best and most widely circulated Canadian Magazines and newspapers. The demand is therefore created for the merchant.

THE McCormick lines have an international reputation. They are the result of the strictest adherence to the highest standards of quality. They are made in the newest, finest biscuit plant in America.

THE McCormick lines are second to none. They are highly recommended. There-

fore the merchant who has a stock on hand satisfies the largest number of customers and correspondingly increases his own returns.

The McCormick Mfg. Co., Limited London, Canada

Branches: Montreal, Ottawa, Hamilton, Kingston, Winnipeg,
Calgary, St. John, N.B., Port Arthur

OYSTERS AND FISH

Get in touch with me for

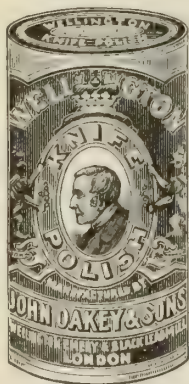
XXX Oysters
Smelts
Frozen Herring
Frozen Mackerel

Fish is the food of the moment.

EMILE PATUREL

SHEDIAC, N.B.

License No. 1-748.



OAKEY'S "WELLINGTON" KNIFE POLISH

The original and only reliable preparation for Cleaning and Polishing Cutlery, etc.

John Oakey & Sons, Ltd.

Manufacturers of Emery Cloth,
Black Lead, Glass Paper, &c.

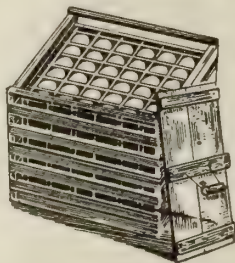
LONDON, S.E., ENGLAND

AGENTS:

Geo. B. Jenkinson, 43 Queen St. East,
Toronto, and J. E. Huxley & Co., 220
McDermid St., Winnipeg.

EGG CASE FILLERS and EXTRA FLATS

For
30 Doz.
Egg
Cases



And
12 Doz.
Egg
Crates

The 12 Dozen Crate

THE MILLER BROS. CO., LTD. 20-38 Dowd St.
Montreal, Que.

Salesmen Wanted

Men who have worked up a connection with the trade are far more valuable to you than inexperienced men. The way to locate them is through your trade paper because wide-awake salesmen read it. When in need of salesmen use the Want Ad Page; the rates are 2 cents per word first insertion and one cent per word for each subsequent insertion, a charge of 5 cents extra is made for Box Number to cover cost of forwarding replies.

QUOTATIONS FOR PROPRIETARY ARTICLES

SPACE IN THIS DEPARTMENT IS \$65
PER INCH PER YEAR

BAKING POWDER ROYAL BAKING POWDER

Size	Less than 10-case lots Per doz.
Dime	\$ 1 15
4-oz.	1 65
6-oz.	2 45
8-oz.	3 10
12-oz.	4 65
16-oz.	5 90
2 1/2-lb.	14 60
5-lb.	27 35

F.O.B. Montreal, or F.O.B. jobbers' point, subject to jobbers' regular terms. Lots of 10 cases and over, less 2% discount; 1% barrel discount will be allowed when packed in barrels. Barrels contain 15 cases assorted sizes.

JAMS

DOMINION CANNERS, LTD.

"Aylmer" Pure Jams and Jellies.
Guaranteed Fresh Fruit and
Pure Sugar Only.

Screw Vac top Glass Jars, 16 oz. glass, 2 doz. case.	Per doz.
Blackberry	\$3 00
Currant, Black	3 20
Plum	2 90
Pear	2 90
Peach	2 90
Raspberry, Red	3 30
Raspberry and Red Currant..	3 00

DOMINION CANNERS, LTD.

CATSUPS—In Glass Bottles

1/2 Pts., Delhi Epicure	Per doz.
1/2 Pts., Red Seal, screw tops	\$1 75
Plum	1 40
Pts., Delhi Epicure	2 75
Pts., Red Seal	1 90
Ots., Red Seal	2 85
Qts., Lynn Valley	2 75

BAKED BEANS WITH PORK

Brands—Canada First, Simcoe,
Quaker.

Individual Baked Beans, Plain 85s, or with Sauce, 4 doz. to case	Per doz.
1's Baked Beans, Flat, Plain, 4 doz. to case	\$0 95
1's Baked Beans, Flat, Tom. Sauce, 4 doz. to case	1 15
1's Baked Beans, Tall, Tomato or Chili Sauce, 4 doz. to case	1 25
1 1/2's (20-oz.) Plain, per doz.	1 35
Tomato or Chili Sauce	1 65
2's Baked Beans, Plain, 2 doz. to case	1 90
2's Baked Beans, Tom. Sauce, tall, 2 doz. to case	1 95
2's Baked Beans, Chili Sauce, tall, 2 doz. to case	2 30
1 1/2's Tall, Plain, per doz.	2 30
Tomato or Chili Sauce	2 75
Family, Plain, \$2.35 doz.; Family, Tomato Sauce, \$2.80 doz.; Family, Chili Sauce, \$2.80 doz. The above 2 doz. to case, 10's, 1/2 doz. per case; Chili and Tomato Sauce, for hotel and restaurant use (gals.), \$12; plain, \$10.	

"AYLMER" PURE ORANGE MARMALADE

Tumblers, Vacuum Top, 2 doz. in case	Per doz.
12-oz. Glass, Screw Top, 2 doz. in case	\$1 90
16-oz. Glass, Screw Top, 2 doz. in case	2 25
16-oz. Glass, Tall, Vacuum, 2 doz. in case	2 75
2's Tin, 2 doz. per case	2 75
4's Tin, 12 pails in crate, per pail	3 90
	0 65

5's Tin, 8 pails in crate, per pail	0 34
7's Tin or Wood, 6 pails in crate	1 15
7's Tin or Wood, 4 pails in crate, per lb.	0 16
30's Tin or Wood, one pail crate, per lb.	0 16

BLUE

Keen's Oxford, per lb.	\$0 22
In cases 12—12 lb. boxes to case	0 21 1/2

COCOA AND CHOCOLATE THE COWAN CO., LTD.

COCOA—	
Perfection Cocoa, lbs., 1 & 2 doz. in box, per doz.	\$4 60
Perfection, 1/2-lb. tins, doz.	2 45
Perfection, 1/4-lb. tins, doz.	1 35
Perfection, 10c size, doz.	0 95
Perfection, 5-lb. tins, per lb.	0 37
Supreme Breakfast Cocoa, 1/2 lb. jars, 1 & 2 doz. in box, doz.	2 75

(Unsweetened Chocolate)

Supreme Chocolate, 12-lb. box- es, per lb.	0 36
Supreme Chocolate, 10c size, 2 doz. in box, per box	1 80
Perfection chocolate, 10c size, 2 doz. in box, per doz.	0 90

SWEET CHOCOLATE— Per lb.

Eagle Chocolate, 1/2s, 6-lb. boxes 28 boxes in case	0 33
Diamond Chocolate, 1/4s, 6 and 12-lb. boxes, 144 lbs. in case	0 35
Diamond Chocolate, 8s, 6 and 12-lb. boxes, 144 lbs. in case	0 35
Diamond Chocolate, 7s, 6 and 12-lb. boxes, 144 lbs. in case	0 34
Diamond Chocolate, 7s, 4-lb. boxes, 50 boxes in case, per box	1 35

CHOCOLATE CONFECTIONS

Maple Buds, 5-lb. boxes, 30 boxes in case, per lb.	0 42
Milk Medallions, 5-lb. boxes in case, per lb.	0 42
Chocolate Ginger, 5-lb. boxes, 30 boxes in case, per lb.	0 45
Crystallized Ginger, 5-lb. boxes, 30 boxes in case, per lb.	0 45

6c. LINES

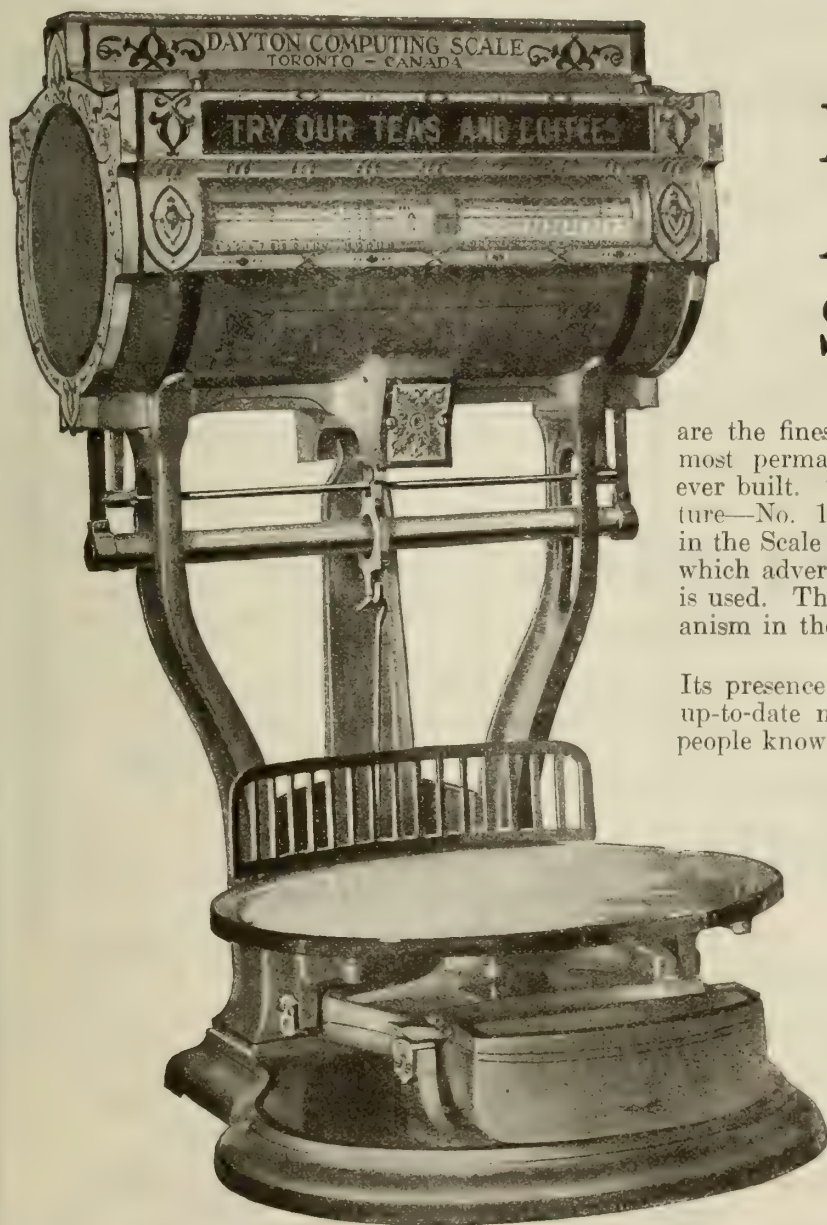
Toronto Prices Per box	
Filbert Nut Bars, 24 in box, 60 boxes in case	\$1 05
Almond Nut Bars, 24 in box, 50 boxes in case	1 05
Puffed Rice Bars, 24 in box, 50 boxes in case	1 05
Ginger Bars, 24 in box, 50 boxes in case	1 05
Fruit Bars, 24 in box, 50 boxes in case	1 05
Active Service Bars, 24 in box, 50 boxes in case	1 05
Victory Bar, 24 in box, 60 boxes in case	1 05
Queen's Dessert Bar, 24 in box, 60 boxes in case	1 05
Regal Milk Chocolate Bar, } 24 in box, 50 boxes in case..	1 05
Royal Milk Cakes, 24 in box, 50 boxes in case	1 05
Maple Buds, 6c display boxes, 6c pyramid packages, 6c glassine envelopes, 4 doz in box	2 00

10c LINES

Maple Buds, 10c, 1 doz. in box, 50 boxes in case, per doz.	\$0 95
Medallions, 10c, 1 doz in box, 50 boxes in case, per doz.	0 95

New Price Ranges

We have introduced higher price ranges on Dayton Computing Scales to meet the changing market conditions and to suit the higher prices at which you have to sell your commodities to-day. For example, the new charts cover price ranges from 15c to 75c per pound, also 10c to 60c per pound, etc. Intending buyers of a Scale will want to look into this feature. It's a time saver and makes for accuracy over the old time low-price ranges that suited conditions of a few years ago.



Dayton Automatic Scales

are the finest and most beautifully finished and most permanently accurate weighing machines ever built. The Dayton Scale shown in this picture—No. 148 Electric—stands without a peer in the Scale world. It flashes a sign by electricity which advertises your goods, every time the Scale is used. This does not affect the weighing mechanism in the slightest degree.

Its presence in a store is the sign of an honest, up-to-date merchant who isn't afraid to let the people know that he's that kind of a merchant.

Our New Catalogue

There's a copy in an envelope all waiting for your name to go on it—just drop us a card and we'll mail it at once. You'll see the handsomest range of Scales ever made—one that will suit your business—and they're all made in Canada, completely.

Dayton Automatic Scales

Royce and Campbell Avenues, Toronto, Ont.

FRANK E. MUTTON
Vice-Pres. and General Mgr.

Division International
Business Machines Co. Ltd.

Also makers of International Time
Recorders and Hollerith Electric Tabulators

Looking for a Man?

Look for him where he should be found—in employment in the grocery business, the business you yourself are in.

Advertise to get him. Use a small classified advertisement, to cost you 2 cents a word. Put this low-priced advertisement in CANADIAN GROCER—the paper read by grocers and their men. Somewhere is the man good for you to have. You may not be able to attract him readily from his present place. On the other hand, he may be looking for you. But fish for him. Cast again and again. The best men are hardest to get.

What is a dollar or two spent on finding the man you want—if you get him?

Narrow your search. Use the newspaper that searches out for you among those where he is likely to be found.

Make your advertisement brief—like a telegram

We provide a box number, if you want your identity concealed. And forward replies, of course.

Rates.—Two cents per word first insertion and 1 cent per word each subsequent insertion. Five cents extra per insertion if replies are to be sent to box number in our care.

Canadian Grocer
143-153 University Ave.
Toronto.

Dairy Butter Wraps

Made from 30-lb. No. 1 Genuine Vegetable Parchment Paper, printed in two colors ink with design conforming to regulations covering Dairy Butter, size 8 x 11, packed 500 sheets to a carton.

ALWAYS IN STOCK

Special Printed Wraps to Order

Business Systems Ltd.

Largest Manufacturers of Butter Wraps in Canada

52-56 Spadina Ave. TORONTO

Have you read page
56? It will interest
you.

Apples

Let us look after your requirements. We handle the Famous

**GEORGIAN
BAY
BRAND APPLES**

Fine, sound fruit that will be appreciated by every customer.

We invite correspondence.

LEMON BROS.
OWEN SOUND, ONTARIO

Canada Food Control License No. 182

Hydro Problem is Before Ontario Government

BETTER business administration of the Hydro-Service is demanded by many manufacturers and other users of Hydro power in Ontario. Ottawa has been approached for aid against the arbitrary cutting off methods which have been injuring industry. Ottawa has put the matter up to the Provincial Government of Ontario, and the issue must shortly be decided for or against Autocratic Control of the Hydro. On this vital subject see THE FINANCIAL POST dated Oct. 12th a leading article on page one.

WILL VICTORY LOAN AFFECT EXCHANGE?

A vigorous and interesting special article on the question of Canadian-American Exchange and the Victory Loan forthcoming, is written for THE FINANCIAL POST of Oct. 12th by a Canadian banker in New York. See this. It is important to international business relations.

REGULATION OF SEED SUPPLY IN WEST

An almost new system for supplying seed wheat for settlers and for making collections for the supply has been inaugurated. Particulars detailed authoritatively by E. Cora Hind, appear in THE FINANCIAL POST of Oct. 12th, and the matter is worth your special attention.

CHANGES IN C.P.R. ADMINISTRATION

Retirement of Lord Shaughnessy and appointment of E. W. Beatty to his position as president of the C.P.R. with the results immediate, and to be anticipated from the changes form the subject of another special and important article in THE FINANCIAL POST of Oct. 12th. The big business prospects ahead for the C.P.R. mean more business for every Canadian concern.

OTHER CONTENTS OF THE POST FOR OCT. 12

Toronto Railway Co. to do Its best to Give Service.

Canadian Pacific Classed as "Peace Stock."

Regulation of Gasoline Sales.

Canadian Flour in Chinese Market.

August Trade With States Biggest of the Year.

British Imports to Canada Now Under License.

Ogilvie Sales Over \$56,000,000 in Year.

Substantial Gains in Bank Clearings.

Earl D. Babst—Student of Groceries—(Biographical).

The Farmer's Income and Income Tax.

Victory Loan Campaign Inaugurated.

Bank Strains a Point to Help Out Halifax.

Association of Builders to be Formed.

These are only a few of the more important headings. Send for a sample copy of THE POST and note its business value to you. Use this form, or order subscription which costs \$3.00 per year.

The MacLean Publishing Co.,
153 University Ave., Toronto.

Send me a sample copy of THE FINANCIAL POST. I am interested in.....

Name

Address

C.G.

H.P. SAUCE

The Midland Vinegar Co., Ltd., Birmingham, Eng.

MEANS BUSINESS

Half the selling of H.P. is done by our advertising. Put H.P. on your counter—it sells in a moment—your customers will like it, come for more, and buy other goods as well.

H.P. can swell your trade, don't you forget it.

W. G. Patrick & Co., Ltd., Toronto, Montreal, etc.
R. B. Seeton & Co., Halifax, N.S.
The Midland Vinegar Co., Ltd., Birmingham, Eng.



It's astonishing how quickly the demand for

OCEAN BLUE

increases wherever introduced.

Customers who pride themselves on spotlessly white linen and lace continually recommend it to their friends who pass on the information to other particular people. It is really worth your while to have your store associated with Ocean Blue.

Order from your Wholesaler.

HARGREAVES (CANADA), LTD.,

The Gray Building, 24-26 Wellington St. W., Toronto.

WESTERN AGENTS:—For Manitoba, Saskatchewan and Alberta—W. L. Mackenzie & Co., Ltd., Winnipeg, Regina, Saskatoon, Calgary and Edmonton. For British Columbia and Yukon—Creeden & Ivory, Rooms 5 and 6, Jones Block, 407 Hastings Street W., Vancouver, B.C.

WAR CONDITIONS

necessitate the prohibition of export of all foodstuffs from the United Kingdom.

SPRATT'S

DOG CAKES

POULTRY FOODS, CANARY AND PARROT MIXTURES

pending the removal of the embargo, can be obtained from

SPRATT'S PATENT (America) LTD.
Newark, New Jersey.

London (Eng.), Spratt's Patent Limited
24-25 Fenchurch Street, E.C. 3.

Furnivall's

FINE FRUIT
PURE JAM

AGENTS:—Ontario—MacLaren Imperial Cheese Co., Ltd., Toronto, H. J. Sykes, 736 Elgin St., Ottawa, Ont. Montreal—George Hodge & Sons, Limited. St. John, N.B.—MacLaren Imperial Cheese Co. Halifax, N.S.—MacLaren Imperial Cheese Co. Sydney, N.S.—A. E. Sheppard. Hamilton—R. M. Griffith. Calgary, Alta.—MacLaren Imperial Cheese Co., Ltd. Edmonton, Alta.—MacLaren Imperial Cheese Co., Ltd. Saskatoon—The H. L. Perry Co., Ltd. Manitoba—The H. L. Perry Co., Ltd., Winnipeg.

Every Furnivall sale will mean repeat orders, for Furnivall Quality appeals to all.

Display Furnivall's and so remind your customers of this delicious, wholesome jam.

It repeats because it satisfies.

FURNIVALL-NEW, Limited
Hamilton, Canada

Canada Food Board License No. 14-167

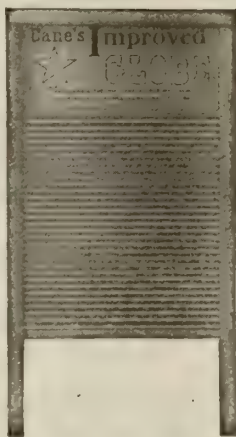
Cane's Washboards Are Easily Sold

Whether made of Zinc or Glass Cane's Washboards are far ahead of the ordinary washboard in both appearance and value.

The frames are made of Basswood, which guarantees against splinters or splinters.

All materials used are the best available.

Show Cane's Washboards in your store and you'll get good extra business.



**WM. CANE & SON CO.
LIMITED
NEWMARKET, ONT.**

Windsor Table Salt

Made in Canada



—beats them all in quality
—beats them all in clever
advertising that helps the
Grocer to make more sales.

THE CANADIAN SALT CO., LIMITED

CALIFORNIA FRUIT CANNERS ASSOCIATION

CALIFORNIA RIPE OLIVES DEL MONTE BRAND

Size—
2½-quart Tall Cylinder Can
No. 1 Pint Cylinder Can....
No. 16 Jar
No. 4 Jar
No. 10 Can

YUBA BRAND

2½-quart Tall Cylinder Can.
No. 1 Pint Cylinder Can....
No. 10 Can
Picnic Can

BORDEN MILK CO. LTD., CONDENSED MILK

Terms, net, 30 days.
Eagle Brand, each 48 cans..\$9 00
Reindeer Brand, each 48 cans. 8 70
Silver Cow, each 48 cans... 8 15
Gold Seal, Puritt, each 48 cans 8 00
Mayflower Brand, each 48 cans 8 00
Challenge Clover Brand, each
48 cans 7 50

EVAPORATED MILK

St. Charles Brand, Hotel, each
24 cans\$6 40
Jersey Brand, Hotel, each 24
cans 6 40
Peerless Brand, Hotel, each 24
cans 6 40
St. Charles Brand, Tall, each
48 cans 6 50
Jersey Brand, Tall, each 48
cans 6 50
Peerless Brand, Tall, each 48
cans 6 50
St. Charles Brand, Family,
each 48 cans 5 50
Jersey Brand, Family, each
48 cans 5 50
Peerless Brand, Family, each
48 cans 5 50
St. Charles Brand, small, each
48 cans 2 60
Jersey Brand, small, each 48
cans 2 60
Peerless Brand, small, each 48
cans 2 60

CONDENSED COFFEE

Reindeer Brand, large, each
24 cans\$6 00
Reindeer Brand, small, each
48 cans 6 25
Regal Brand, each 24 cans.. 5 65
Cocoa, Reindeer Brand, large,
each 24 cans 6 00
Reindeer Brand, small, 48 cans 6 25

CARNATION MILK PRODUCTS CO. LTD.

All points east of and including
Fort William, in Ontario, Quebec
and Maritime Provinces.

EVAPORATED MILK

Per Case
Carnation, 16-oz. talls (48
cans per case)6 40
Carnation, 6-oz. baby (96 cans
per case) 5 40
Canada First, 16-oz. talls (48
cans per case) 6 25
Canada First, 6-oz. baby (48
cans per case) 2 60
Canada First, 12-oz. family
(48 cans per case) 5 50
Canada First 32-oz. hotel (24
cans per case) 6 15

W. CLARK LIMITED, MONTREAL.

Compressed Corn Beef—¼s. \$2.90;
1s. \$4.45; 2s. \$9.25; 6s. \$34.75;
14s. \$80.
Lunch Ham 1s. \$6.45; 2s. \$13.50.
Ready Lunch Beef—1s. \$4.45; 2s. \$9.
English Brawn—¼s. \$2.90; 1s.
\$4.95; 2s. \$9.90.
Boneless Pig's Feet—¼s. \$2.90; 1s.
\$4.95; 1s. \$9.90.
Ready Lunch Veal Loaf—¼s. \$2.40;
1s. \$4.45.
Ready Lunch, Beef-Ham Loaf—¼s.
\$2.40; 1s. \$4.45.
Ready Lunch Beef Loaf—¼s. \$2.40;
1s. \$4.45.
Ready Lunch Asst. Loaves—¼s.
\$2.45; 1s. \$4.50.
Geneva Sausage—1s. \$4.95; 2s. \$9.45
Roast Beef—¼s. \$2.90; 1s. \$4.45;
2s. \$9.25; 6s. \$34.75.
Boiled Beef—1s. \$4.45; 2s. \$9.25; 6s.
\$34.75.
Jellied Veal—¼s. \$2.90; 1s. \$4.45;
2s. \$9.

Cooked Tripe—1s. \$2.45; 2s. \$4.45.
Stewed Ox Tail—1s. \$2.45; 2s. \$4.45.
Stewed Kidney—1s. \$4.45; 2s. \$8.95.
Mince Collops—¼s. \$1.95; 1s. \$3.75;
2s. \$6.95.
Sausage Meat—1s. \$4.2s. \$7.75.
Corn Beef Hash — ½s. \$1.95; 1s.
\$3.70; 2s. \$5.45.
Beef Steak and Onions—¼s. \$2.90;
1s. \$4.45; 2s. \$8.45.
Jellied Hocks—2s. \$9.95; 6s. \$29.80;
Irish Stew—1s. \$3.45; 2s. \$6.75.
Cambridge Sausage—1s. \$4.45; 2s.
\$8.45.
Boneless Chicken — ½s. \$5.90; 1s.
\$8.95.
Boneless Turkey — ½s. \$5.90; 1s.
\$8.95.
Ox Tongue—¼s. \$3.85; 1s. \$7.95;
1½s. \$12.45; 2s. \$15.95; 2½s.
\$17.50; 3½s. \$27; 6s. \$45.
Lunch Tongue—¼s. \$3.45; 1s. \$6.75;
2s. \$15.50.
Tongue Lunch—1s. \$6.75.
Beef Suet—1s. \$4.90; 2s. \$8.50.
Mince Meat (Tins)—1s. \$2.95; 2s.
\$4.45; 5s. \$12.95.
Mince Meat (Bulk)—5s. 23c; 10s.
22c; 25s. 21c; 50s. 20c; 85s. 20c.
Chateau Brand Pork and Beans,
with Tomato Sauce—Ind., \$1.10;
1s. \$1.75; 2s. \$2.55; 3s. \$3.85.
With Plain Sauce—Ind., \$1; 1s.
\$1.65; 2s. \$2.40; 3s. \$3.40.
Chateau Brand Concentrated Soups
—Celery, 1s. \$1.25; Consommé,
1s. \$1.25; Green Peas, 1s. \$1.25;
Julienne, 1s. \$1.25; Mulligatawny,
1s. \$1.25; Mutton Broth, 1s. \$1.25;
Ox Tail, 1s. \$1.25; Pea, 1s. \$1.25;
Scotch Broth, 1s. \$1.25; Vege-
table, 1s. \$1.25; Chicken, 1s.
\$1.65; Mock Turtle, 1s. \$1.65; To-
mato, 1s. \$1.65; Vermicelli To-
mato, 1s. \$1.35; Assorted, 1s.
\$1.35; Soups and Bouilli, 1s.
\$12.50.
Clark's Pork and Beans, Tomato
Sauce, Blue Label—Ind., 95c; 1s.
\$1.25; 1½s. \$1.90; 2s. \$2.30; 3s.
\$2.95; 4s. \$3.35; 5s. \$3.35; 6s.
\$3.35; 7s. \$3.35; 8s. \$3.35; 9s. \$3.35;
10s. \$3.35; 11s. \$3.35; 12s. \$3.35;
13s. \$3.35; 14s. \$3.35; 15s. \$3.35;
16s. \$3.35; 17s. \$3.35; 18s. \$3.35;
19s. \$3.35; 20s. \$3.35; 21s. \$3.35;
22s. \$3.35; 23s. \$3.35; 24s. \$3.35;
25s. \$3.35; 26s. \$3.35; 27s. \$3.35;
28s. \$3.35; 29s. \$3.35; 30s. \$3.35;
31s. \$3.35; 32s. \$3.35; 33s. \$3.35;
34s. \$3.35; 35s. \$3.35; 36s. \$3.35;
37s. \$3.35; 38s. \$3.35; 39s. \$3.35;
40s. \$3.35; 41s. \$3.35; 42s. \$3.35;
43s. \$3.35; 44s. \$3.35; 45s. \$3.35;
46s. \$3.35; 47s. \$3.35; 48s. \$3.35;
49s. \$3.35; 50s. \$3.35; 51s. \$3.35;
52s. \$3.35; 53s. \$3.35; 54s. \$3.35;
55s. \$3.35; 56s. \$3.35; 57s. \$3.35;
58s. \$3.35; 59s. \$3.35; 60s. \$3.35;
61s. \$3.35; 62s. \$3.35; 63s. \$3.35;
64s. \$3.35; 65s. \$3.35; 66s. \$3.35;
67s. \$3.35; 68s. \$3.35; 69s. \$3.35;
70s. \$3.35; 71s. \$3.35; 72s. \$3.35;
73s. \$3.35; 74s. \$3.35; 75s. \$3.35;
76s. \$3.35; 77s. \$3.35; 78s. \$3.35;
79s. \$3.35; 80s. \$3.35; 81s. \$3.35;
82s. \$3.35; 83s. \$3.35; 84s. \$3.35;
85s. \$3.35; 86s. \$3.35; 87s. \$3.35;
88s. \$3.35; 89s. \$3.35; 90s. \$3.35;
91s. \$3.35; 92s. \$3.35; 93s. \$3.35;
94s. \$3.35; 95s. \$3.35; 96s. \$3.35;
97s. \$3.35; 98s. \$3.35; 99s. \$3.35;
100s. \$3.35.

In Glass Goods

Fluid Beef Cordial—20 oz. bottle.
\$10; 10 oz., \$5.
Ox Tongue — 1½s. \$14.50; 2s.
\$17.50.
Lunch Tongue—1s. \$9.95.
Sliced Smoked Beef — ¼s. \$1.75;
½s. \$2.85; 1s. \$4.15.
Minced Meat—1s. \$3.45.
Potted Chicken—¼s. \$2.35.
Ham—¼s. \$2.35.
Tongue—¼s. \$2.35.
Venison—¼s. \$2.35.
Chicken Breast—½s. \$9.95.
Tomato Ketchup—8s. \$2.25; 12s.
\$2.80; 16s. \$3.50.
Peanut Butter — ¼s. \$1.45; ½s.
\$1.95; 1s. \$2.45; in pails, 5s. 33c;
12s. 31c; 24s. 30c; 50s. 30c.

You can sell your customers a 5-Gallon Tin

CALDWELL'S PURE APPLE CIDER

is made from the first crush of the finest hand-picked apples—made under the supervision of an expert cider chemist in the most up-to-date cider factory on the continent—made to please—to satisfy and to bring the customer back for more—more—more.

That's CALDWELL'S CIDER. And that's why you can sell it to your trade in 5-gallon tins—yes, and in oak casks, too — particularly during the coming Social Season, when a sweet, sparkling beverage like CALDWELL'S is a necessity in every home.

**In 5-gallon tins, and 10, 20 and 35-gallon
Oak Casks. Send us your order.**

The Caldwell Cider Company
NEW TORONTO

KING GEORGE'S NAVY

**CHEWING
TOBACCO**

will get you the tobacco trade

There is a distinctively different "flavor" to every chew of King George's Navy that captivates the taste of discriminating "chews." That's why selling it is so very worth while. It gets the dealer the tobacco trade and it holds it, too.

You're selling King
George's Navy, of
course?

Rock City Tobacco Co., Ltd.



The Story of War Under the Earth

coast back down the tunnel, while bullets rattled on the shield like hail and, finally, how the explosive blew up the machine gun and its crew and blocked the passage again—this remarkable story is told by Lieut. C. W. Tilbrook (who was one of the two) in the course of an article, "An Underground Tank," in October MACLEAN'S.

Recently a Toronto newspaper declared editorially that the public was tiring of war books and war stories because of the sameness of them. The newspaper was right. But the public literally devours any story of the war that is new. The series of articles that Lieut. Tilbrook has done for MACLEAN'S have been read with an astonishing amount of interest *because they are different from anything that the public has yet read.*

Warfare in the tunnels is a terrible business—grim, silent, cruel. It is a strangely technical phase

THE German sappers had discovered and broken into a Canadian tunnel. They had planted a machine gun at their end and sent a shower of bullets down the dark, narrow passage whenever the Canadians made any effort to enter their underground galleries. The story of how two Canadians nailed steel snipers' shields to the front of a push cart and shoved it ahead of them up to the very teeth of the gun, and how they dropped a can of deadly explosive, hopped on to the cart, and let it

of warfare and the "sappers" go about their business with queer instruments that might have figured in a Jules Verne phantasy. To read of underground fighting, as Lieut. Tilbrook tells of it, is to get a vision of a new kind of war altogether—something gripping, fearsome and mystifying.

"An Underground Tank," is the best of his series. But, after all, it is only one feature in a long array that makes the October issue of MACLEAN'S one of unparalleled interest.

A STRANGE CHANGE IN WOMAN'S WORLD. By Agnes C. Laut.

The new status of women, arising out of the war, is treated in the powerful style of this famous writer, who came from the Canadian West. It introduces a new thought.

CONSCRIPTION AFTER THE WAR. By Brigadier-General A. C. Critchley.

A young Canadian who rose from Lieutenant to General in three years and originated the "Critchley Method" of military training, tells what he thinks about the need for compulsory service after the war.

THE LIFE OF MARY PICKFORD. By Arthur Stringer.

The second of a series of articles on Canada's most famous woman. No expense has been spared to produce the beautiful illustrations specially posed for the photographs.

THE FOUR FACTIONS AT OTTAWA. By J. K. Munro.

That the House will split into four, more or less, distinct groups is the guess of the author, a trained political observer. He outlines the reasons humorously, pungently and impartially. It is a political article on new lines and will be found refreshing.

BONEHEAD BILL—Another Service Poem.

Robert W. Service, most popular of poets, sends all his war verse to MACLEAN'S. In "Bonehead Bill" he depicts the grief of a soldier for his fallen foe.

THE EVENTS OF A MAD WORLD. are summed up in the "Review of Reviews" which gives reprints of the best articles from the magazines of the world. All the best and most important articles are selected—five dollars' worth for twenty cents!

OCTOBER MACLEAN'S

20c. per Copy, \$2.00 per Year.

Now on Sale at all News Dealers

THE MACLEAN PUBLISHING COMPANY, LIMITED
143-153 UNIVERSITY AVENUE, TORONTO

INFLUENZA

is causing extremely heavy demand for

ORANGES AND LEMONS

Doctors are prescribing the full use of both these fruits.

Their health-giving and disease-preventing qualities are too well-known to comment on.

Stocks on hand for immediate shipment.

WHITE & CO., LTD.

Front and Church Streets Toronto

Wholesale Fruits and Fish

Canada Food Board License No. 277

ALL VARIETIES FALL AND WINTER APPLES

ONTARIO AND NOVA SCOTIA PACK
IN BARRELS AND BOXES
B.C. and WASHINGTON EXTRA FANCY
STOCK IN BOXES
TOKAY GRAPES, HOWELL PEARS,
CAPE COD CRANBERRIES,
FLORIDA GRAPE FRUIT,
VALENCIA ORANGES,
BANANAS,
CALIFORNIA LEMONS

DOMESTIC VEGETABLES

POTATOES, ONIONS, CARROTS, BEETS,
TURNIPS, PARSNIPS, CABBAGE,
IN CARLOADS OR LESS.

GET IN TOUCH WITH US FOR PRICES.

DUNCANS LIMITED

NORTH BAY, ONT.

Canada Food Control License No. 151
Branches: SUDBURY, COBALT, TIMMINS.

GRAPES

DUE NOW

California Red Emperors

Extra Fancy Fruit

One car in drums (packed in sawdust).

One car in boxes (not in sawdust).
Said to be extra fine quality. Order
a shipment of above.

Extra Fancy Florida Grape Fruit,
California Lemons,

British Columbia and Canadian
Fancy Stand Apples in boxes.

HUGH WALKER & SON

Established 1861

Guelph, Ontario

Canadian Food Control, License Nos. 3-090, 3-204.

WETHEY'S

Mince Meats

(both Condensed and Bulk)

always lead



When buying

insist

on this brand

Canada Food Board License No. 14-128



KEYSTONE BRAND

ABOUT YOUR BRUSH TRADE
Are you content with the profits from your brush counter?
There's big money waiting for you in

KEYSTONE HOUSEHOLD BRUSHES

Quick turnovers, moderate prices, good profits and satisfied customers all combine to make the Keystone line one of the most profitable lines you can handle. Write to-day for particulars and prices on Keystone Brushes and Nugget Brooms.

Stevens - Hepner Co., Limited
Port Elgin, Ontario

Get prices and information about the "Nugget" Broom and the rest of the famous Keystone Brand Brooms and Brushes.

Do you need a good man?

Are you looking for a suitable partner, a wide-awake clerk, or an aggressive salesman?

Our Want Ad. Page is the most direct, the surest way to reach the man you want. The men who will read your ad. in the **CANADIAN GROCER** are men of ambition, keen-edged fellows—the very best class from which to select the man to fit in with your requirements.

And it only costs you two cents a word to talk to these men through a **CANADIAN GROCER** Want Ad. Just two cents a word to reach your man quickly!

Send along your ad. to-day. Forms close Tuesday each week. Rates: 2c word first insertion, 1c word each subsequent insertion; 5c extra for Box No. per insertion.

Send along your ad. to-day.

The Canadian Grocer

143-153 University Ave., Toronto

INDEX TO ADVERTISERS

A		M	
Acadia Sugar Co. Inside front cover		Maclure, A. M., & Co.	11
Anchor Cap & Closure Co.	4	Mackay Co., Ltd., John	14
B		MacLeod & Co., D. J.	11
Bain, Donald H., Co.	11	Maclure & Langley	13
Bodley, C. J.	17	Magor, Son & Co., Ltd.	18
Borden Milk Co.	1	Mann, C. A., & Co.	55
Business Systems	46	Marsh Grape Juice Co.	14
C		Marshall, H. D.	14
Canada Nut Co.	12	McBride Bros.	15
Clark, W., Ltd.	3	Miller Bros. Co.	44
Connors Bros.	40	Mathieu, J. L.	15
Copeland & Sons, G.	8	Midland Vinegar	47
Chilliwack Evaporating & Packing Co.	8	Mount Royal Milling Co.	6
Cockburn Co., F. D.	11	McCormick Mfg. Co.	43
Caldwell Cider Co.	49	N	
Canadian Salt Co.	48	Nelson, C. J.	12
Cane & Sons, Wm.	48	Nutrient Food Co.	55
Clayoquet Sound Canning Co.	15	Nootka Canning Co.	8
Cowan & Co. Inside front cover		Nagle & Co., N. (Volpeek) ...	56
Consolidated Purchasing Co.	Front cover	O	
D		Oakeys, John, & Son, Ltd.	44
Davies, Wm., Co.	41	Oury Millar Co.	4
Duncans, Ltd.	53	P	
Dayton Scale Co.	45	Patrick, W. G., & Co.	13
Defiance Packing Co.	8	Paturel, Emil	44
E		Pennock, H. P., & Co., Ltd. ..	10
Eckhardt, H. P., & Co.	51	Perry, H. L., & Co.	10
El Roi-Tan, Ltd.	12	Pullan, E.	55
Elliott, W. F.	13	R	
Escott, W. H., Co.	10	Releg Co., Ltd.	40
Eddy, E. B., Co.	5	Rock City Tobacco Co.	49
Estabrooks, Ltd., T. H.	17	Rose & Lafamme, Ltd.	14
Fairbanks, N. F. Inside back cover		S	
F		Sarnia Barrel Works	55
Freeman & Sheely	14	Scott-Bathgate Co., Ltd.	10
Freeman, The W. A., Co.	40	Shaw & Ellis	42
Furnivall-New, Ltd.	47	Smalls Ltd.	Back cover
G		Spratts, Limited	47
Gatz & Co.	14	Schofield & Beer	14
Genest, J. R.	14	Stevens-Hepner Co.	54
Gillespie Co., The Robt.	12	T	
Grant, C. H.	11	Tobin, J., & Son	12
Griffin & Skelly	7	Toronto Salt Works	55
Guelph Soap Co.	4	Trent Mfg. Co.	55
H		Thompson, E. B.	55
Hargraves, Canada, Ltd.	47	Turton, J. E.	14
Hart, C. B., Reg.	14	Toronto Pottery Co.	55
Heinz Co., H. J.	42	V	
I		Victory Loan	16
Imperial Rice Milling Co.	42	Vogans, Ltd.	55
Imperial Extract Co.	Inside back cover	W	
J		Wagstaffe, Ltd.	9
Jones Packing & Provision Co.	13	Walker, Hugh, & Son	58
Jones, C. & J.	15	Watford Mfg. Co.	52
K		Watson & Truesdale	11
Kavanagh Co.	55	Wethey, J. H., & Co.	53
Kearney Bros.	18	White & Co.	53
L		Williams Storage Co.	11
Lambe, W. G.	13	Woods, Walter, & Co.	52
Lemon Bros.	46		
Little Bros., Ltd.	12		

BUYERS' DIRECTORY

Latest Editorial Market Information and Guide to Buyers.



Overseas
CAKE

Put up in one pound packages.

Order from your jobber to-day.

VOGANS, LIMITED TORONTO



JARS AND
BUTTER CROCKS

are needed in every household.
We can supply you with the kind
that sells. Write for price list
now to

The Toronto Pottery Co.
LIMITED
Dominion Bank Bldg., Toronto

BARRELS

(The best shipping package.)

We make them all sizes and for all purposes. For Apples, green or dry; Cereals, Crackers, Bottles, Candy, Spices, Hardware, Meat, etc.

Get our prices.

THE SARNIA BARREL WORKS, SARNIA, ONT.

We are now located in our new and more
spacious warehouse at

60-62 JARVIS ST.

TORONTO SALT WORKS

GEO. J. CLIFF

MARKET BRIEFS

According to latest ruling of the Food Board the onus of supplying substitute flours is now put on the mills. Rye flour, oat flour, barley flour or corn flour are now the accredited substitutes and mills are compelled to make shipment or arrange shipment of these in the percentage of one to four with wheat flour. In this way the Food Board evidently hopes to see regulations re sale of substitutes carried out and dealers receiving substitutes will undoubtedly pass them along to the ultimate consumer.

Prices on new pack tomatoes have been named of \$1.92½ per dozen for 2½s. The delivery will be about 85 per cent., but this was accomplished only after a much longer period of operation than had first been expected with the result that increased cost developed and consequently higher prices to the trade than at first thought probable. A retail price of 20c seems likely to be general, but this does not allow a very wide margin. Corn is also being quoted, 2s, new pack being offered at \$2.20. Pack will range about 35 per cent., equal to earliest estimates, though there was a period when it was felt this might be materially bettered.

MINCEMEAT

Write, wire or telephone for quotations for prompt or fall delivery.

E. B. THOMPSON

20 Front Street East, Toronto

30 DOZ. CASE FILLERS
ONE DOZ. CARTON FILLERS
¾-INCH CUSHION FILLERS
CORRUGATED FLATS

The TRENT MFG. CO., Ltd.
TRENTON - - - ONTARIO

CHOCOLATTA

contains chocolate, milk and sugar in powdered form.

Makes a delicious drink served hot or cold. Suggest it to your customers for Home and Overseas.

NUTRIENT FOOD CO., TORONTO

HIGHEST PRICES PAID

for all kinds of

Poultry and Fresh Eggs

KAVANAGH PROVISION CO.

372 Bleury Street, Montreal

Telephones: Uptown 4620-4621 Night Up. 1990

Canada Food Board License No. 9-960

SUGAR BAGS

With or Without Liners

E. Pullan, Toronto

GROCERS & BUTCHERS

Buy the Best

FANCY DRESSED POULTRY,
SELECTED EGGS, CHOICE DAIRY
AND CREAMERY BUTTER

C. A. MANN & CO.

LONDON, Ontario

"Canada Food Board License No. 7-078"

All these ads will have
position on a live page
each week containing
reading matter.

These one-inch spaces
only \$1.25 per insertion
if used each issue in the
year.

Wanted

CLASSIFIED ADVERTISING

Advertisements under this heading 2c per word for first insertion. 1c for each subsequent.

Where replies come to our care to be forwarded, five cents must be added to cost to cover postage, etc.

FIXTURES FOR SALE

EVERY MERCHANT WHO SEEKS MAXIMUM efficiency should ask himself whether a Gipe-Hazard Cash Carrier, as a time and labor saver, is not worth more than the high-priced labor which it liberates. Are you willing to learn more about our carriers? If so, send for our new catalogue J. Gipe-Hazard Store Service Co., Limited, 118 Sumach St., Toronto.

WANTED

NEED STOCK OF PATENT MEDICINES, drugs and sundries bought or exchanged. Write The Drug Exchange Co., P.O. Box 1343, Montreal, Que.

SALESMAN WOULD LIKE HIGH GRADE lines for Quebec city and district. Address, Box 65, St. Rochs, Quebec.

AN EXPERIENCED LADY CLERK FOR GENERAL store. Apply with references, stating experience and salary expected to Lewis Bros., Richmond, Ont.

AGENCY WANTED FOR QUEBEC. SALARY or commission. First-class references. Write A. S., 164 Desfranciscains, Quebec.

THOSE OVERDUE ACCOUNTS CAN BE COLLECTED IF YOU use "Walker Collection Letters." One collection resulting from their use will pay your cost many times over. \$2.00 with order. Canadian Credit Indemnity Co., Box 444, Canadian Grocer.

The next time you want a clerk, be sure to advertise in the "Wanted" Page of CANADIAN GROCER. You will receive inquiries from the livest clerks in the Canadian grocery trade, because reading CANADIAN GROCER is a test of the clerk's interest in his business.

TO THE TRADE

This Want Ad. page offers opportunities to YOU!

There were thirteen replies received to a recent advertisement on this page, the results being satisfactory to the advertiser.

CANADIAN GROCER offers you Dominion-wide circulation among the grocery trade, which means that this page is read by Business men; men who are as deeply interested in the Grocery trade as you are.

Advertisements are classified under suitable headings, so that they can be located at a glance.

The cost is trivial—2 cents per word first insertion, and one cent per word for each subsequent insertion.

If you wish your replies directed to a box, the charge is 5 cents per insertion extra, to cover cost of postage.

Send your want ads along and please enclose remittance to cover, as it saves unnecessary bookkeeping, etc.

FOR SALE

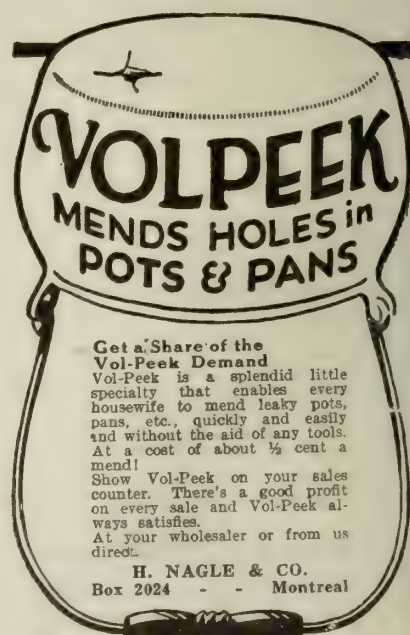
CASH GROCERY BUSINESS AVERAGING \$450 weekly. Dwelling and store combined. Box 440, Canadian Grocer.

FOR SALE—GROCERY AND MEAT BUSINESS in Western Ontario City, centrally situated. Established over thirty-five years ago; both country and city trade, turnover about \$20,000 yearly. Stock about \$2,000. Ill health reason for selling; must go south for winter. Apply Box 442, Canadian Grocer, Toronto.

FOR SALE—SPLENDID GROCERY STOCK. Doing a flourishing business. Centrally located in Sault Ste. Marie. Immediate possession. Ill-health reason for selling. Box 445, Canadian Grocer.

FOR SALE—GENERAL COUNTRY STORE IN best mixed farming district in Alberta, post office attached, on Canadian Northern Railway. Established eight years. Good reasons for selling. Turnover \$15,000.00. Stock \$3,500.00. Store, warehouse, stable and house. This business can easily be doubled. Apply Box 448, Canadian Grocer.

KINDLY MENTION THIS PAPER WHEN WRITING ADVERTISERS



fifteen cents

Double Reason for Selling Shirriff's

There are two reasons for the growing popularity of Shirriff's Jelly Powders:

First—A good jelly makes all kinds of attractive desserts at low cost. That appeals to the housewife nowadays when she is saving in many ways.

Second—Shirriff quality has won first place in the estimation of constant users everywhere. For this double reason you can make splendid sales of



Shirriff's Jelly Powders

There is a full range of delicious fruit flavors made from fresh, ripe fruit, including raspberry, pineapple, strawberry, lemon and wild cherry.

Give Shirriff's a chance to boost your sales by ordering a case now.

Imperial Extract Co., Toronto

There are lots of good things you can say about Gold Dust. But you don't have to stop to say them. They are already known.



MADE IN CANADA

THE H.K. FAIRBANK COMPANY
LIMITED MONTREAL

Let the GOLD DUST
TWINs do your work.





SMALL'S FOREST CREAM BUTTER

in lithographed tins, and SYRUP in glass, have a clean, attractive appearance. No loss from leakage or fermentation. We are overcoming obstacle of high rate of freight on these packages by shipping exclusive fourth-class cars to all jobbing centers.

Be the first to sell **SMALL'S FOREST CREAM PURE QUEBEC SYRUP**. It has a smack that lingers.

NOTICE

Cost of Glass, Tin and Maple is Increasing every day. Send your Jobber estimates of your fall and winter requirements for Small's Maple Goods and secure benefit of present prices, also carload rates, lake and rail

Ask your jobber for Small's "Forest Cream," Pure Quebec Syrup. It has the true smack of the Maple Season

TRADE MARK

Canada Food Board
License No. 15—473

Small's

32nd ANNUAL FALL NUMBER

CANADIAN GROCER

Member of the Associated Business Papers --- Only Weekly Grocery Paper Published in Canada

THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXXII.

PUBLICATION OFFICE : TORONTO, OCTOBER 25, 1918

No. 43

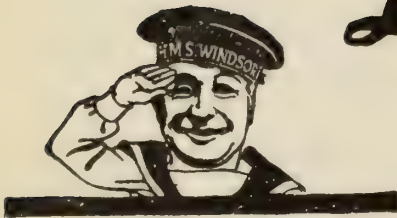


LET US MARKET YOUR PRODUCT IN WESTERN CANADA

Our selling organization covers the Prairie Provinces from the head of the Great Lakes westward.

Give snap and variety
to your cooking with

Lea & Perrins
The original
and genuine
Worcestershire Sauce.
Sold by Grocers Everywhere.



No Better Salt
in the World

Windsor
Table
Salt
Made in Canada
THE CANADIAN SALT CO., LIMITED



*These are among the
Trade Marks of
National Reputation
which we
represent on the
Western Market.*

Made in
Canada



REGAL
FREE RUNNING
Table Salt

Manufacturers—We have unexcelled
facilities for marketing your products.

We solicit accounts of large and progressive Manufacturers
wanting active and responsible representation.

H. P. PENNOCK & CO., LIMITED

WHOLESALE GROCERY BROKERS

SASKATCHEWAN
MANITOBA

Head Office

WINNIPEG

Manitoba

ALBERTA
WESTERN ONTARIO



Bordens



Borden Milk Products for your Fall and Winter Trade

If there is one time more than another when the popular demand for the Borden lines seems to be intensified it is during the cool weather months. For the hundred and one little social functions that crowd the Fall and Winter seasons, the BORDEN MILK PRODUCTS are particularly suitable—their delicious convenience appeals to everybody, and the dealer's stock is kept moving briskly.

Let every housewife know you handle and recommend Borden's.

Bordens



Borden Milk Co., Limited

Leaders of Quality

MONTREAL

Branch Office: No 2 Arcade Bldg., Vancouver



WETHEY'S



Canada Food Board
License No. 14-128

Housewives Want WETHEY'S CONDENSED MINCE MEAT

because it is mince meat in its most popular and economical form.

GROCERS HANDLE IT

because the experience of years has proven its right to be regarded as staple as sugar.

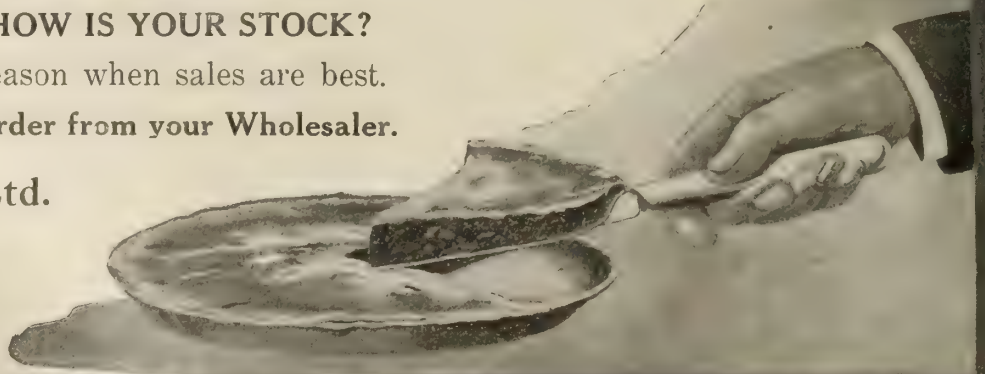
HOW IS YOUR STOCK?

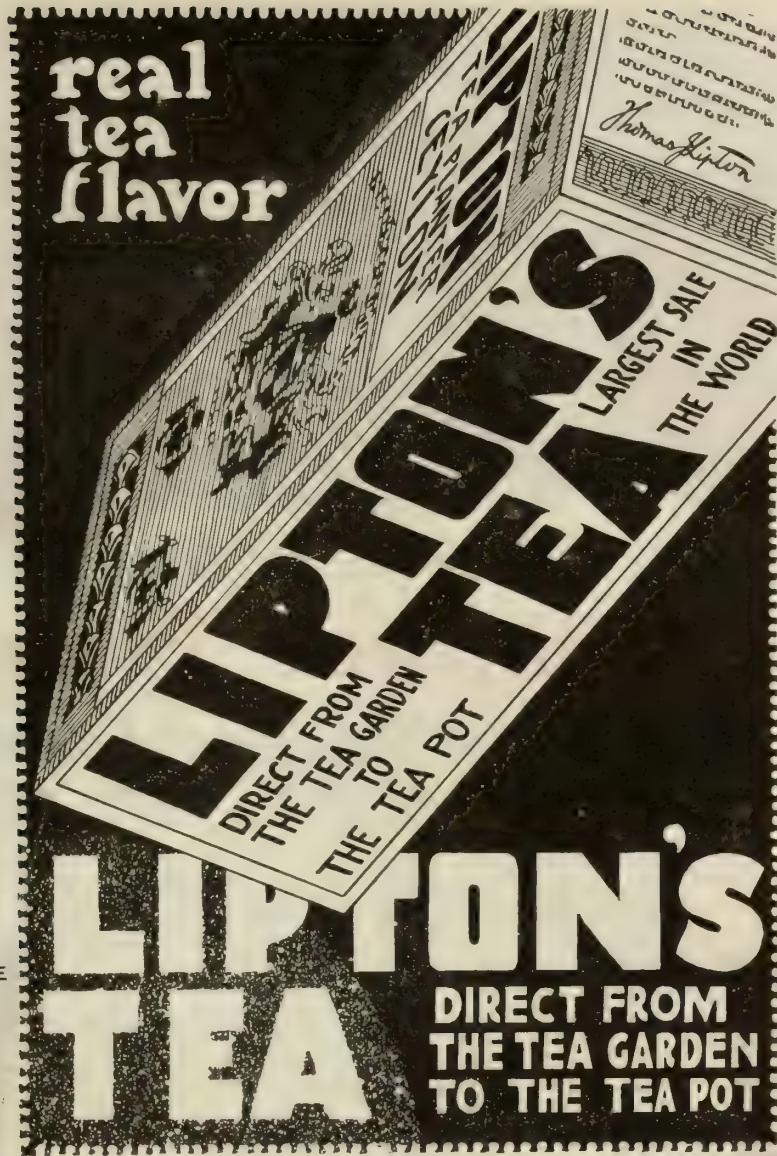
This is the season when sales are best.

Order from your Wholesaler.

J. H. Wethey, Ltd.

St. Catharines
Canada





**“If you want the best tea go
to the firm that grows it”**

Go to the firm that grows it, blends it, packs it and sells it—the firm that hands you a guarantee such as no other firm in Canada can do.

Lipton's Tea

means a Tea for every taste at a price for every pocketbook.

And when you sell Lipton's in the sealed, air-tight convenient packages you are certain it will come to your customer's table in full strength and flavor.

That means repeat sales—and there's a good profit for you on every package.

Send for latest prices and let us put you on our mailing list.

THOMAS J. LIPTON

Tea, Coffee and Cocoa Planters
CEYLON

Chief Office for Canada: 24 Front St. W., Toronto



Wash Tub or Babies' Bath Tub
4 Sizes



Twin
Beaver
Wash Board



Barrel Cover—2 Sizes

Eddy's Indurated Fibreware

looks better than the Zinc, Tin or Galvanized
Iron article and it gives better service

Prevailing conditions have boosted the prices of these metals and have boosted the popularity of Eddy's Fibreware correspondingly.

Housewives find in Eddy's Fibreware something more than a substitute for the zinc, tin or galvanized iron utensil. They find it an ideal line in every respect—good-looking, long-wearing and perfectly sanitary.

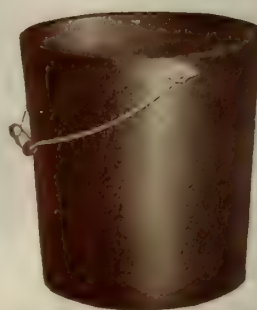
Show your customers how serviceable and economical Eddy's Fibreware really is. Draw their attention to the fact that every utensil is absolutely seamless and therefore cannot shrink, fall apart or become water-soaked.

You will notice illustrated here a few of our lines—tubs, washboards, cuspidors, etc. There are many other useful articles that are not shown, but you will find the complete line pictured and described in our illustrated list.

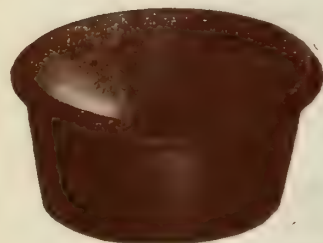
Get a copy from our traveller or
from us and look it over at your
leisure.



Butter or Spice Pail



General Utility "Star"
Pail



Cuspidor—2 Sizes



Fire Bucket

E. B. EDDY COMPANY, LIMITED

Makers of Canada's Famous Matches Since 1851

HULL, CANADA

Every Week with the E. B. EDDY COMPANY OF HULL CANADA

Story for Week Dated October 25, 1918.

Being No. 5 in the Series

Unrolling a Ribbon of Eddy Matchwood

YOU could hardly imagine anything less like a ribbon than a handful of matches, and yet at one stage in their manufacture some varieties of E. B. Eddy Company matches look just like a big, broad, biscuit-colored ribbon.

Match splints made by what is known as the veneer process come first from the log in the form of ribbon. The "ribbon" of matchwood is simply unwound from the log. It looks as easy as unrolling a bandage, but there is big horse-power behind that little unrolling process.

A neatly-cut poplar log drops into a close-fitting recess in a very simple-looking machine. There is a metallic click as the jaws of the machine close on the wood. Then, at the touch of a lever, the log, held in a vice-like grip, begins to revolve.

Far more swiftly than you could peel an apple the ribbon of matchwood unwinds, and is gathered up in great loops by boys who stand by the machine.

It seems impossible that solid wood should be so swiftly transformed into wide, flexible strips in such lengths. The boys pull them off the machines, pile them together, one above the other, and send them through another machine which, with a few swift blows, chops the ribbon of wood into myriads of match splints. Each ribbon of veneer is the exact thickness of an Eddy match.

The blows of the chopper cut the matches out in tiny square splints.

Match sticks made by the veneer process which unwinds the matchwood like ribbon, are square in section. There is another process which turns out match splints almost round in section. That is the continuous process, which will be described next week on this page.

Special Selling Points of Eddy's Famous "Silent 5" Matches



Eddy's Silent 5 Matches

They are made from selected wood, clear, straight-grained, which will not break off in striking. The wood is clean Canadian White Pine from the Eddy Company's own timber limits.

They are Sesqui tipped, non-poisonous, safe in manufacture and in use, fully conforming to every Government regulation.

They strike silently, and the heads do not fly off dangerously.

They are dipped in a swiftly igniting wax which ensures a clear, strong flame which does not burn down too fast.

They are rendered chemically self-extinguishing by a special process which makes the stick char down to a fibre tough enough to hold the head strongly, even after the match is out, and yet which does not glow red so as to cause risk of fire if dropped on the ground or floor.

Methods of manufacture by which these Special and Successful Selling Points of Eddy Matches are produced will be described in forthcoming articles in this series.

MAPLE BUTTER

"CANADA'S BEST"

Pure Maple Syrup

"SUPERIOR BRAND"

Pure Sugar Syrup

"SWEET HOME"

Table Syrup

"COOK'S FRIEND"

Molasses

CHOCOLATE BUTTER

"SWEET NUT"

HONEY BUTTER

All our brands are manufactured under ideal conditions, combining modern methods with expert supervision. We are thus in a position to give the best value at a minimum cost.

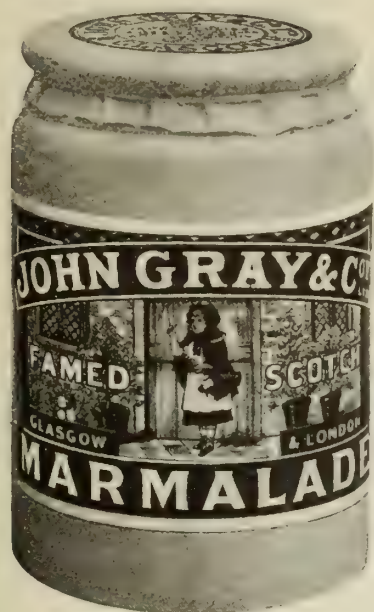
Prices Mailed on Request

SOLE MANUFACTURERS OF BAINES' CONFECTIONS

Canada Maple Exchange, Limited
MONTREAL

Canada Food Board License No. 11-499.

If any advertisement interests you, tear it out now and place with letters to be answered.



JAMS MARMALADES PEELS

Cables: LAMBERTON, GLASGOW

Codes: A B C, 4th and 5th Editions

JOHN GRAY & CO., Ltd.

GLASGOW

Established over a Century

CONFECTIONERY

MARZIPAN

CHOCOLATE

AGENTS:

W. G. PATRICK & CO., LTD.
MONTREAL

LIND BROKERAGE CO., LTD.
TORONTO





The Wash-day Favorite in the Canadian Home

You always satisfy the housewife when you sell her a cake or two of

Wonderful Soap

For Wonderful Soap cleanses quickly and thoroughly and will not injure the softest, filmiest fabric.

Another good line to feature is *Crystal Soap Chips*. It is just as dependable as Wonderful Soap and like it will wash delicate fabrics without spoiling them in the least.

A stock of Wonderful Soap and Crystal Soap Chips will help you towards increased sales and better profits.

Guelph Soap Company

Guelph - Ontario

Repeat Sales of these lines are assured by the Quality—

When you introduce your trade to the pleasing goodness of these **BLUE SEAL** Products, their further custom is a foregone conclusion. This because there is a super-excellence about



OLIVE BUTTER SONORA and BLUE SEAL MUSHROOM CATSUP

that "gets across" with people of most critical tastes.

We show you here one of these products—the Olive Butter. Note the handy-sized, neat-looking package—a dandy article for a good display, and overseas boxes.

The other lines are put up in a similar attractive way and their quality is similarly excellent. Our **Blue Seal Mushroom Catsup** is particularly piquant and very customer-pleasing.

SONORA is a new appetizer which should appeal to the most fastidious customer. It makes a perfect Mayonnaise dressing. With the addition of cream it can be used very sparingly for a high-grade premier quality where it is desired.

We authorize any grocer to refund the purchase price to any dissatisfied customer who is not convinced that our products are superior to any other similar lines on the Canadian market.

**You should be stocked with these lines. They
are brisk sellers and good profit-makers, too.**

E. W. Jeffress, Limited **WALKERVILLE, ONT.**



The Label guarantees the Quality

Quality and Purity are the determining factors in the creating of bigger and better jam sales.

The Stuart label on a container is an iron-bound guarantee of tip-top quality and absolute purity.

Build on these two Stuart qualities for better jam sales and you won't be disappointed. Make it a Stuart season in your jam department.

STUART LIMITED

Sarnia, Ontario

PRICE ANNOUNCEMENT TO THE TRADE



Due to the rapidly increasing cost of raw material and labor, we are compelled to advance our price on 2 in 1 Shoe Polish and Black Knight Stove Polish, effective September 23rd last.

The acute shortage of supplies will not permit us to say for how long we can meet trade demands. No orders for future delivery can be booked at these prices.

Black Knight Stove Polish | **\$1.30 Per Doz.**
2 in 1 Shoe Polishes

We continue to offer our

Liberal Free Deal

as follows:—

With 6½ doz. ½ doz. free, Shipping 7 dozen

With 12 “ 1 “ “ Shipping 13 dozen

Your Profit

Retailing at 15c you are assured almost 50% profit on either deal.

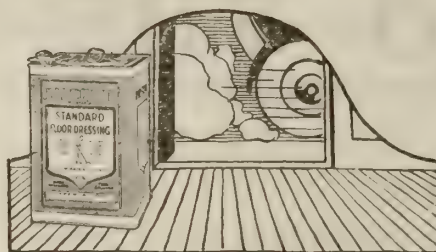
Frost Warning

Keep Black Knight Stove Polish, 2 in 1 Black and 2 in 1 White Liquid Shoe Polish in a warm place over the winter. In event of this freezing on your hands, it will be practically impossible to replace this season.

Place your orders now for immediate shipment.

Newspaper, Magazine, Street Car, Painted Walls and Bulletin Advertising is now appearing.

The F. F. Dalley Corporations Limited
Hamilton, Canada



LAYING THE DUST

90% of the ever-present atmospheric dust in your store can be captured and held.

STANDARD Floor Dressing

does this and more in your store. It keeps the goods on the shelves cleaner and fresher looking, and adds a note of tidiness and brightness to the whole store.

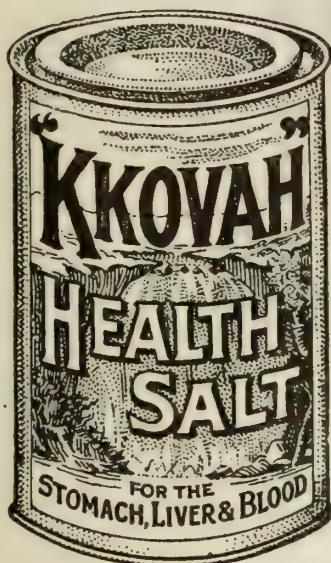
It definitely lays the dust because it is a sanitary, non-evaporating, wood preserving product. A gallon will take care of 500-700 square feet of surface, and one application will last for several months if the accumulating dust and dirt are swept regularly with a stiff brush or broom. Easily and quickly applied with an ordinary sprayer.

Sold in one and four gallon cans and in barrels and half barrels.

IMPERIAL OIL LIMITED

BRANCHES IN ALL CITIES

Get these two sellers into your displays



Keep things going right now by showing the two Kkovah lines.

Your customers thoroughly approve of Kkovah goodness and Kkovah dependability.

“KKOVAH” HEALTH SALT

A sparkling, healthful, delicious drink. A teaspoonful in a tumbler of water first thing in the morning purifies the Stomach, Liver and Blood, and tones up the system generally.

“KKOVAH” CUSTARD POWDER

Here is the ideal egg substitute. Gives Mrs. Housewife perfect results without the use of eggs—a point she'll surely appreciate. You make a neat profit on every sale and it's a good repeater.

Send in your order to-day for the two Kkovahs and connect with some good extra business.



SOLE AGENTS FOR CANADA

Maclure and Langley, Limited

Montreal

TORONTO

Winnipeg

For people who are particular—



QUEEN QUALITY PICKLES

Everywhere to-day people are demanding quality goods and they are taking their custom to the stores that carry the best.

Grocers selling such a high class line as

Queen Quality Pickles

are in a position to satisfy the most critical quality seeker because they are stocking the very best that can be made.

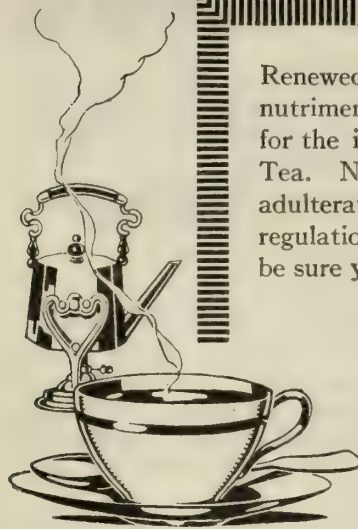
Queen Quality Pickles are made from the very choicest selected stock, prepared with fine flavored vinegar and high grade spices. They are made under ideal conditions by men who know how.

If your jobber doesn't carry Queen Quality Pickles write to-day to

Taylor & Pringle Co., Limited, Owen Sound
Manufacturers

Distributors: MacLaren Imperial Cheese Co., Limited, Toronto
E. Cutmore, Brantford Fearman Bros., Hamilton Maclure & Langley, Winnipeg

JAPAN TEA



Renewed vigor in the hour of fatigue, nutriment for the strong and health for the ill are in each cup of Japan Tea. Natural purity and absence of adulteration are Japanese Government regulations. Drink Japan Tea and be sure your tea is pure.

*"Tea tempers the spirit,
awakens thought and
refreshes the body."*

14

A big consumer demand is sure evidence of sterling quality—no amount of advertising, no matter how aggressive, can retain that demand if the quality is not dependable.

When superior quality and aggressive advertising are combined as in the case of JAPAN TEA it creates a demand that keeps the Grocer's cash register ringing.

New customers are attracted, first customers come back and old customers are retained when you sell them Japan Tea—the delightfully satisfying product of old Japan.

Keep a display where the housewife will see it.

Sell these comfortable, long-wearing, working gloves to the men of your town

TAPATCO
REGISTERED BRAND TRADE MARK

TAPATCO GLOVES are just ideal in every respect for those little household jobs that would otherwise mean a grimy pair of hands or perhaps a skinned knuckle.

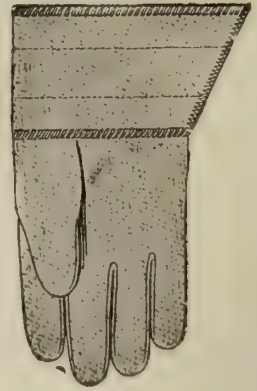
And it's not to the men alone but to the women as well that TAPATCO GLOVES appeal. In fact every good housewife needs a pair of TAPATCOS for the several occasions where an easy fitting working glove is called for.

The styles are varied enough to cover everybody's requirements. Gauntlet, Knit Wrist and Band Top styles in heavy, medium, and light weights. Leather Tip, Leather and Leatherette Faced Gloves, Jersey Gloves and Mitts in Tan, Slate and Oxford.

TAPATCO GLOVES are handled by the jobbing trade.

The

American Pad & Textile Company
Chatham, Ontario



The Standard Family
Remedy with an
enviable reputation

Every aggressive grocer can make good extra profits by stocking and pushing the sale of

CHAMBERLAIN'S TABLETS

For home use or for sending to the men in the trenches Chamberlain's is a splendidly reliable line—one that always gives unstinted satisfaction.

Try a little display in your store. Tell your customers about it. Suggest a package or two in every soldier's parcel.

Chamberlain Medicine Co., Limited
TORONTO, CANADA

Furnivall's

FINE
FRUIT
PURE JAM

Specify Furnivall's when ordering your next stock of Jams and Marmalades



Your wholesaler can supply you. He stocks Furnivall's and you'll be glad you selected this brand when you get fully acquainted with its easy selling, customer-pleasing qualities.

Every bit of Furnivall's is good. The Furnivall label always guarantees a jam of the very nicest flavor and the very highest quality.

Sound, fresh gathered, sun-ripened fruits, pure cane sugar, a sanitary, perfectly equipped factory—these are a few of the reasons why Furnivall's Jams are so superior.

A complete list of varieties, sizes and prices will be mailed you on application.

FURNIVALL-NEW, LIMITED
HAMILTON, CANADA

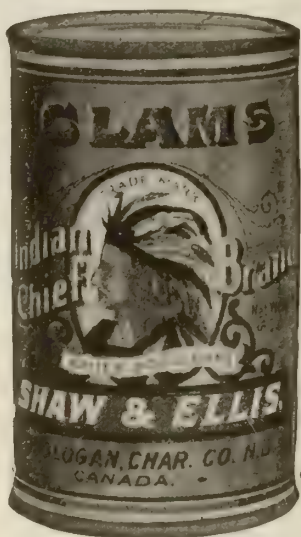
AGENTS:—Ontario—MacLaren Imperial Cheese Co., Ltd., Toronto; H. J. Sykes, 736 Elgin St., Ottawa, Ont. Montreal—Geo. Hodge & Sons, Limited. St. John, N.B.—MacLaren Imperial Cheese Co. Halifax, N.S.—MacLaren Imperial Cheese Co. Sydney, N.S.—A. E. Sheppard. Hamilton—R. M. Griffin. Calgary, Alta.—MacLaren Imperial Cheese Co., Ltd. Edmonton, Alta.—MacLaren Imperial Cheese Co., Ltd. Saskatoon—The H. L. Perry Co., Ltd. Manitoba—The H. L. Perry Co., Ltd., Winnipeg.

Canada Food Board License No. 14-167

If any advertisement interests you, tear it out now and place with letters to be answered.

"INDIAN CHIEF" BRAND CLAMS

Always perfectly fresh and new



Selected, prepared and sealed without solder or acid the very day they are taken from the clam beds.

No possible precaution that would tend to enhance their excellence is ever neglected in the preparation of Indian Chief Brand Clams.

Dealers can always recommend them. Their goodness will please the very critical customer.

Don't forget that Indian Chief Brand Clams are ready cooked—heating to a simmer makes them ready for the table.

That's a point of big appeal to the restaurant trade and to the housewife too.

Prominent and regular display will profit you well. Begin now.

SHAW and ELLIS

Pocologan Charlotte Co.
New Brunswick

SELLING AGENTS: Alberta, D. McLeod & Co., Edmonton; Manitoba, George Adam & Co., Winnipeg; Ontario, Bowron Bros., Hamilton; Montreal, R. B. Hall & Son; Maritime Provinces, Angevine & McLaughlin, St. John, N. B. and Truro, N.S.

The DOMINION MOLASSES CO., Ltd.

*As the name implies we cater to the whole
"Dominion of Canada."*

Our Representatives:

Mr. GEO. D. LACHAINE,
40 Dalhousie St., Quebec.

Mr. J. P. NAUD,
120A Stadacona Ave., Montreal.

Mr. C. DeCARTERET,
Kingston, Ont.

Mr. J. N. McINTOSH,
Box 125, Westboro, Ottawa, Ont.

Mr. WALLACE ANDERSON,
49 Wellington St. East, Toronto, Ont.

Mr. GEO. H. GILLESPIE,
392 Richmond St., London, Ont.

Messrs. J. W. BICKLE AND GREENING,
Hamilton, Ont.

Messrs. W. H. ESCOTT CO., LTD.,
181-183 Bannatyne Ave., Winnipeg, Man.

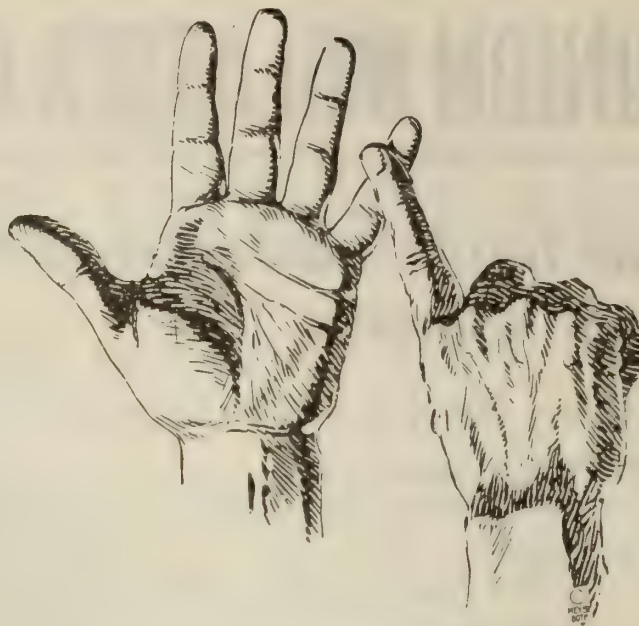
Also Branches: Fort William
Saskatoon
Regina
Calgary

Messrs. THE DOMINION BROKERAGE CO.,
621 Fourth St., Edmonton, Alta.

Messrs. D. M. DOHERTY & CO.,
134 Abbott St., Vancouver, B.C.

The geographical situation of our plant at the "Gateway of Canada" puts us in direct touch by steamers and sailers with the molasses producing centres.

The Dominion Molasses Company, Limited
HALIFAX :: :: NOVA SCOTIA



Five good reasons for selling **BLUENOSE BUTTER**



1. Bluenose Butter has a particularly pleasing flavor that appeals to discriminating people.
2. Its quality is always uniformly good.
3. Bluenose Butter is a good repeater. A first purchase is always the prelude to regular come-back sales.
4. It always opens up in excellent shape.
5. The goodness of Bluenose Butter—the satisfaction it will give to every customer is a certain road to greater customer confidence and better sales.

Get a trial order of Bluenose and see how quickly it will sell. Sold in $\frac{1}{2}$ lb., 1 lb. and 2 lb. tins.

Smith and Proctor
HALIFAX, N.S.

Delicious as a Breeze from the Old Atlantic

are the sea foods of quality that are
put up and sold under the well known

BRUNSWICK BRAND

Scientific effort, intelligently directed,
have made Brunswick Brand Sea
Foods as high class and as customer
pleasing a product as a dealer could
wish to sell.



To-day, in every Canadian community, there is an increasing call for good wholesome fish foods. This is augmenting the demand for Brunswick Brand and putting big business in the way of Brunswick Brand dealers.

Here's our list. Check off the lines you need.



Connors Brothers, Limited

BLACK'S HARBOR, N.B.

Canada Food Board Licence, No. 1-603.

If any advertisement interests you, tear it out now and place with letters to be answered.

P. E. I. PRODUCE

We solicit your enquiries for

POTATOES

FULL COOKED DINNERS

SEED POTATOES

P. E. I. CLAMS

Carvell Bros.

Wholesale Grocers and Produce Merchants
CHARLOTTETOWN - - - P. E. I.

OYSTERS AND FISH

Get in touch with me for

XXX Oysters

Smelts

Frozen Herring

Frozen Mackerel

Fish is the food of the moment.

EMILE PATUREL

SHEDIAC, N.B.

License No. 1-748.

Do you require live representatives? Write Us

WE REPRESENT:

Roman Meal Co., Toronto, Ont.
John B. Paine Co., Toronto, Ont.
Harry Horne Co., Toronto, Ont.
T. Upton Co., Ltd., Hamilton, Ont.
Choco-King Mfg. Co., Hamilton, Ont.
Ingersoll Packing Co., Ingersoll, Ont.
Montreal Biscuit Co., Montreal, P.Q.
Canada Nut Co., Vancouver, B.C.
DeBlois Bros., Charlottetown, P.E.I.
Edmund Van Dyk Co., New York, N.Y.
California Canneries, New York, N.Y.
Golden Gate Fruit Co., New York, N.Y.
Austin Nichols & Co., Inc., New York.
Wilson & Co., Inc., Chicago, Ill.
A. N. Christie & Co., Newark, N.Y.
Bayle Food Products Co., St. Louis.
Elmer Candy Co., New Orleans.

Gaetz & Company

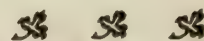
47-49 UPPER WATER ST., HALIFAX, N.S.

P. O. BOX 145

ADVERTISING to be
successful does not neces-
sarily have to produce a basket-
ful of inquiries every day.

The best advertising is the
kind that leaves an indelible,
ineffaceable impression of the
goods advertised on the minds
of the greatest possible number
of probable buyers, present and
future.

Quick-Action Advertising



Condensed Ad. Column



2 cents per word, per insertion.

Replies to Box Numbers 5 cents.

MOLASSES

Crosby Molasses Co., Limited
ST. JOHN, N.B.

HALIFAX, CANADA

To those interested in the Whole-
sale Grocery Trade of Nova Scotia:

J. W. Gorham & Co., of Halifax, are strictly
brokers and always open to promote sales.

We are not a new firm, we have been here since 1889.

Storage, too, is in our line. We can generally
accommodate carload lots.

At all times it is a pleasure to answer enquiries.

Respectfully,

C. H. GORHAM, Prop'r
OF

J.W. GORHAM & CO., HALIFAX



THERE is never a doubt about the quality of Royal Acadia Sugar. "*Every Grain Pure Cane*" is the best description of this peerless sweetener. It is sold in 2 and 5-lb cartons, 10, 20 and 100-lb. bags, half barrels and barrels. It always satisfies.

The
Acadia Sugar Refining Co., Ltd.
HALIFAX, CANADA

RELEG

Pronounce "REAL EGG"

A real Egg Substitute and
something your customers
will surely appreciate



For Baking and for General Cooking there is no better or more satisfying egg substitute than "Releg."

"Releg" is sold in packages of four different sizes with simple directions on every package by following which the housewife can get 100% satisfaction—just as good results as eggs would give her—at a mere fraction of the cost.

Show "Releg" in your displays and drive this point home to every housewife—that "Releg" is Economical, Dependable and Satisfactory — *always.*

Send to-day for a trial order.

Releg Company, Regd.

33 KING STREET, QUEBEC, CANADA

Ontario Representatives
LOGGIE SONS & CO.
32 Front St. W., Toronto

Western Representatives
W. H. ESCOTT & CO., LTD.
Bannatyne Ave. East, Winnipeg

Maritime Provinces' Representatives
ANGEVINE & McLAUGHLIN
Truro, N.S.

Get Your Fruit Supplies From McCart

First quality fruits—the kind of fruit that's certain to make satisfied customers for you.

APPLES, IN BOXES OR BARRELS ORANGES — LEMONS — GRAPE FRUIT CRANBERRIES IN BARRELS OR CASES SWEET POTATOES

We are in the market to buy or sell Potatoes or Apples in car lots.

Try our commission department. We will get you highest market prices and prompt returns. If you have Potatoes, Apples, Vegetables, etc., to sell, consign to us.

W. J. McCART & CO.

80 COLBORNE STREET

TORONTO, CANADA

"PRIMROSE" PILCHARDS



*Strictly Prime
Quality*

Ocean Caught

Packed Only By Hand

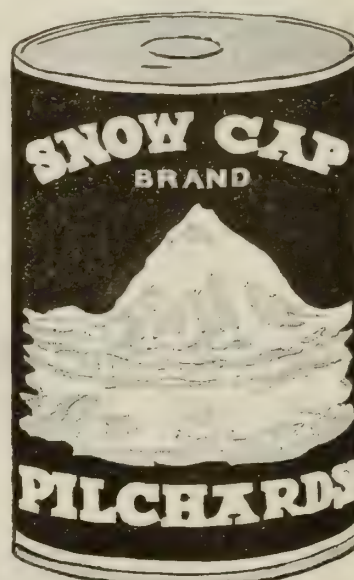
Rich in flavor, and high
in food value.

Defiance Packing Co., Ltd.
Head Office: VANCOUVER, B.C.

Canneries at West Vancouver and Port
Renfrew, B.C.

Sales Agents: Balfour, Guthrie & Co.
Vancouver, B.C.

Salmon Commandeered



Packed in 1 lb. Talls
and 1-2 lb. Flats
Sold by Your Jobber

**SNOW CAP
BRAND
PILCHARDS**

are more deli-
cious than
SOCKEYE
and are less
than half the
price.

For Salads and
Sandwiches

*They are More
of a Dainty
Than Tuna
Fish*

**"Snow
Cap"**

is Hand Packed
by

The Nootka Packing Co., Ltd.
NOOTKA, B.C.

Your customers do not need to pay extra-
vagrant prices for Fruit for their
Christmas baking

FEATURE



ECONOMICAL

NUTRITIOUS

TASTY

“Best Incorrodible Tea Lead”

We regret that owing to causes beyond our control, due to national emergency, we have been unable for some considerable time to supply tea lead for repacking tea. Immediately the position admits we will again be at your service, when enquiries will have prompt attention.

ISLAND LEAD MILLS LIMITED
LONDON, ENGLAND

**Agents: J. Hunter White, St. John, N.B.; Hugh Lambe & Co., Toronto;
Cecil T. Gordon, Montreal**



Give Little Miss Vi a Welcome.

Little Miss Vi has come to Canada as the representative of Vi-Cocoa. She is known in millions of homes in the British Isles, and a great desire for her beneficial

beverage is springing up all over the Dominion.

Give her a prominent place on your counter; she will attract many customers to your Store and take a prominent place on the credit side of your balance sheet. Vi-Cocoa is a ready seller showing substantial margin for the retailers.

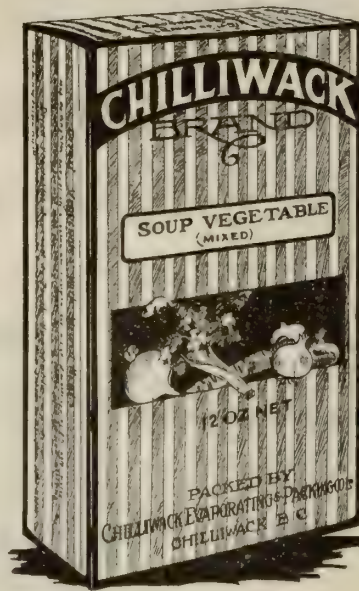
Vi-Cocoa

has been known for years as the food beverage of the people—it is the super-cocoa, far more nourishing and palatable than ordinary cocoa, and is made under ideal hygienic conditions in one of the best factories in the world.

Write for trade terms and particulars to the Watford Mfg. Co., Ltd., Delectaland, Watford, England.

403

When fresh vegetables are scarce



comes a big call for such a delicious line as Chilliwick Brand Julienne.

Evaporated potatoes, carrots, turnips, onions, peas and beans are scientifically mixed to produce this delightful vegetable soup. It can also be used for boiled vegetable dinners.

Remember — it has the same flavor as fresh picked garden vegetables.

Your jobber will supply you.

CHILLIWACK EVAPORATING & PACKING COMPANY

415 Dominion Bank Bldg., Vancouver

WAR CONDITIONS

necessitate the prohibition of export of all foodstuffs from the United Kingdom.

SPRATT'S

DOG CAKES

POULTRY FOODS, CANARY AND PARROT MIXTURES

pending the removal of the embargo, can be obtained from

SPRATT'S PATENT (America) LTD.
Newark, New Jersey.

London (Eng.), Spratt's Patent Limited
24-25 Fenchurch Street, E.C. 3.

FINEST CRYSTAL GELATINES

Powdered and Sheet

FINE LEAF GELATINE

BRITISH MANUFACTURE

GELATINE

OURY, MILLAR & CO.

9 Mincing Lane, London, E.C., Eng.

SOLE AGENTS FOR CANADA

F. S. Jarvis & Co.

18 TORONTO ST., - TORONTO

First-class Grocers *handle first-class goods*

A mighty good reason for that standard
of excellence in scouring soap



SAPOLIO

The General All-Around Cleaner

For toilet and bath there is nothing to
equal the every-day toilet soap—HAND
SAPOLIO.



ENOCH MORGAN'S SONS CO.
NEW YORK, U.S.A.

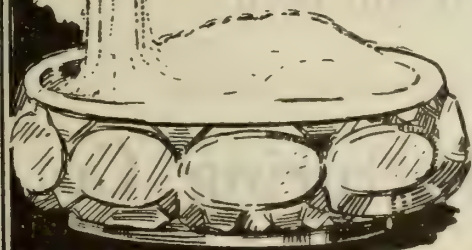
Canadian Selling Agents (excepting British Columbia) Harold F. Ritchie & Co., Ltd.
Toronto, Ontario

CENTURY SALT

---a salt that's
easy to sell

—a salt that's purified and
refined to the very last de-
gree—a salt with the clean,
sparkling purity so much
desired by every good house-
wife—a salt that makes sat-
isfied cus-
tomers.

Be sure
your stock
is well dis-
played.



THE DOMINION SALT CO. LIMITED
SARNIA. ONT.



**It was first over 70 years
ago---It is first today**

No other brand of baking
soda selling to-day has the
proud record back of
Dwight's Cow Brand.

Absolute purity best de-
scribes it. It gives satisfac-
tion always and always re-
peats.

Order from your jobber.

Church and Dwight, Limited
MONTREAL

*Unmatched in Quality and
in Popularity—*

Royal Salad Dressing **AND** **Royal Mayonnaise**

Your customers will need no urging to continue using these two Salad Dressings once they get acquainted with their delicious goodness.

The two Royals sell well throughout the entire year. And now with salads being substituted for meat by increasing numbers of people, the demand for such fine-flavored dressings is receiving added impetus.

Keep Royal Salad Dressing and Royal Mayonnaise well displayed and guarantee them both. The satisfaction they'll give will mean much to you. And they retain their flavor down to the very last drop.

The Horton-Cato Manufacturing Co.
WINDSOR, CANADA



BLACK
TAN
TONEY RED
DARK BROWN

Let Your Customers Know
That You Sell The Best

“NUGGET”
SHOE POLISH

Is

Best for Leather
Best for Your Customers
Best for You

If Your Jobber Cannot Supply All the “NUGGET” Lines, Write

The Nugget Polish Co., Limited
54-56 McMURRICH ST.
TORONTO

Get in Communication with the Most Liberally Managed Grocery Firm in Canada



Canada Food
Board License
No. 197

Established since 1879, our firm has developed to be in fact one of the most important wholesale grocery houses in Ontario. This success is the result of constant aggressiveness developed on principles of honesty and liberality.

Confident in the resources of our Country and alive to its prosperity, notwithstanding war time difficulties and abnormal high prices of all merchandise, we have within the last two years enormously increased our stock in volume. This is because we are catering to an ever more exigent trade disseminated in the Ottawa Valley, Northern Quebec and New Ontario. Due to the above reasons our sales went up to astounding figures last year.

Our stock is surprisingly comprehensive. Enjoying great buying capacities together with unsurpassed warehousing facilities, even quite far away merchants. *are getting more satisfaction from us than from nearby competitors with stocks incomplete or assembled at maximum costs.*

Special attention given to mail orders. Telephone or wire your requirements at our expense.

S. J. Major, Limited

WHOLESALE GROCERS

Ottawa

Canada

Founded in 1879.

Speaking of Food Values

THE average merchant does not have time to investigate the relative food values of the many lines he carries.

THE customers are beginning to inquire. The merchant will therefore make no mistake when he guarantees that M^cCormick's Jersey Cream Sodas contain more actual food value than white, brown, graham, whole wheat, or rye bread—because this is actually so.



McCormick's **JERSEY CREAM SODAS**

are **BREAD'S BIGGEST RIVAL**. They are guaranteed wholesome and nutritious.

This appeals to your customers. You can make bigger profits by encouraging even larger purchases of the M^cCormick lines.

THE M^cCORMICK MANUFACTURING COMPANY, LIMITED LONDON, CANADA

Branches: Montreal Ottawa Hamilton Kingston
Winnipeg Calgary St. John, N.B. Port Arthur

Canada Food Board Licenses 11-003, 14-166



NEW TEN CENT PACKAGE

More Convenient with Sifter Top

Same Weight—Snowflake Quality

Our aim in changing to this new package is to get a more serviceable and convenient package—one that will stand up better and avoid shifting on shelves. Also adding to its usefulness with a sifter top.

1 Case 3 Dozen \$2.70

5 Case Lots Less 5%. Freight Prepaid

S. F. LAWRASON & CO.

LONDON, ONTARIO



OLEOMARGARINE

Every Pound *Guaranteed* Fresh

WITH Creamery Butter abnormally high, more customers are turning every day to Oleomargarine. Now is your opportunity to build up a big, steady business for years to come. Get your customers to try "H.A." Brand to-day. Tell them it is guaranteed. Show them how by using it, they save at least 15c. per pound. Remember, it is Canadian made and you can get it fresh from the churn daily.



Canada Food Board Blanket License No. 165

THE HARRIS ABATTOIR COMPANY, LIMITED
TORONTO - - CANADA

Classified Directory of Store Equipment Advertisers

Account Registers

McCaskey Systems, Ltd., Toronto, Canada.

Account Systems

McCaskey Systems, Ltd., Toronto, Ont.

Automatic Computing Scales

International Business Systems, Limited (Dayton Scales), Toronto.

Barrels

The Sarnia Barrel Works, Sarnia, Ont.

Bins, Tipping

Walker Bin & Store Fixture Co., Kitchener, Ont.

Biscuit and Cake Cabinets

Walker Bin & Store Fixture Co., Kitchener, Ont.

Broom Racks

Walter Woods & Co., Hamilton, Ont.

Butter Dishes

H. P. Eckardt & Co., Toronto.
Oval Wood Dish Co., Tupper Lake, N.Y.
Walter Woods & Co., Hamilton, Ont.

Bone Cutter

The W. A. Freeman Co., Ltd., Hamilton, Ont.

Butcher and Grocer Clothing

The W. A. Freeman Co., Ltd., Hamilton, Ont.

Butter Tubs

Walter Woods & Co., Hamilton, Ont.

Butter Paper

Walter Woods & Co., Hamilton, Ont.

Butter Cooler, Dry Air

The W. A. Freeman Co., Ltd., Hamilton, Ont.

Cake Cases

Walker Bin & Store Fixture Co., Kitchener, Ont.

Cash Carriers

Gipe-Hazard Store Service Co., Ltd., Toronto, Ont.

Cheese Cutters, Computing

Walter Woods & Co., Hamilton, Ont.

Coffee Mills

W. A. Freeman Co., Hamilton, Ont.

Cold Storage Doors

Jno. Hillock & Co., Toronto.

Computing Scales

International Business Machines, Ltd., Toronto.

Cordage

Walter Woods & Co., Hamilton, Ont.

Confectionery Cases

Walker Bin & Store Fixture Co., Kitchener, Ont.

Counter Check Books

McCaskey Systems, Toronto, Ont.

Walter Woods & Co., Hamilton, Ont.

Credit Registers

McCaskey Systems, Ltd., Toronto, Ont.

Delicatessen, Cafe and Grocers' Cooler

The W. A. Freeman Co., Ltd., Hamilton, Ont.

Delivery Forms

McCaskey Systems, Ltd., Toronto, Ont.

Dishes, Butter, Lard, Etc.

Oval Wood Dish Co., Tupper Lake, N.Y. Canadian agents, Victoria Paper & Twine Co., Toronto.

Display Stand and Mist Stand

The W. A. Freeman Co., Ltd., Hamilton, Ont.

Display Counters

Jno. Hillock & Co., Toronto.
Walker Bin & Store Fixture Co., Kitchener, Ont.

Egg Carriers

H. P. Eckardt & Co., Toronto, Ont.

Walter Woods & Co., Hamilton, Ont.

Egg Case Fillers

Millar Bros., Montreal.
Trent Mfg. Co., Trenton, Ont.

Egg Carton Fillers

Trent Mfg. Co., Trenton, Ont.
Millar Bros., Montreal.

Egg Case Cushion Fillers

Trent Mfg. Co., Trenton, Ont.

Egg Case Corrugated Flats

Trent Mfg. Co., Trenton, Ont.
Millar Bros., Montreal.

Fish and Poultry Box Refrigerators

The W. A. Freeman Co., Ltd., Hamilton, Ont.

Fish Cases

Jno. Hillock & Co., Toronto.

Fruit and Vegetable Stands and Counters

Walker Bin & Store Fixture Co., Kitchener, Ont.

Ice Cream Cabinets

The W. A. Freeman Co., Ltd., Hamilton, Ont.

Ice Machines

W. A. Freeman Co., Hamilton, Ont.

Meat Grinders

W. A. Freeman Co., Hamilton, Ont.
Walter Woods & Co., Hamilton, Ont.

Meat Blocks

The W. A. Freeman Co., Ltd., Hamilton, Ont.

Meat Market Equipment

John Hillock & Co., Toronto.

Meat Slicers

International Business Machines, Ltd., Toronto.

W. A. Freeman Co., Hamilton, Ont.

Walter Woods & Co., Hamilton, Ont.

McCaskey Systems

McCaskey Systems, Ltd., Toronto, Ont.

Motor Trucks

Carriage Factories Ltd., Toronto.

Ford Motor Co., Ford City, Ont.

Office Panellings

Walker Bin & Store Fixture Co., Kitchener, Ont.

Oil and Gasoline Storage and Distributing System (Portable)

S. F. Bowser & Co., Inc., Fort Wayne, Ind.

Oil and Gasoline Self-Measuring Pumps

S. F. Bowser & Co., Inc., Fort Wayne, Ind.

Oil Filtering and Circulating Outfits

S. F. Bowser & Co., Inc., Toronto.

Paper

E. B. Eddy Co., Hull, Que.
Walter Woods & Co., Hamilton, Ont.

Paper Balers

H. P. Eckardt & Co., Toronto.
Walter Woods & Co., Hamilton, Ont.
Climax Baler Co., Hamilton.

Paper Bags

E. B. Eddy Co., Hull, Que.

Patented Bin, Counters and Fixtures

Walker Bin & Store Fixture Co., Kitchener, Ont.

Pumps for Gasoline

S. F. Bowser & Co., Toronto.

Pumps for Molasses

Walter Woods & Co., Hamilton, Ont.

Pumps for Vinegar

Walter Woods & Co., Hamilton, Ont.

Receiving Slips

McCaskey Systems, Ltd., Toronto, Ont.

Refrigerators

W. A. Freeman Co., Hamilton, Ont.

John Hillock & Co., Toronto.
Walter Woods & Co., Hamilton, Ont.

Refrigerator Counters

W. A. Freeman Co., Hamilton, Ont.

Walker Bin & Store Fixture Co., Kitchener, Ont.

John Hillock & Co., Toronto.

Refrigeration Systems

W. A. Freeman Co., Hamilton, Ont.

Registering Measures for Pipe Lines

S. F. Bowser & Co., Inc., Toronto.

Restaurant and Cafeteria Equipment

John Hillock & Co., Toronto.

Sales Pads

McCaskey Systems, Ltd., Toronto, Ont.

Silent Salesmen

Walker Bin & Store Fixture Co., Kitchener, Ont.

Show Cases

John Hillock & Co., Toronto.
Walker Bin & Store Fixture Co., Kitchener, Ont.
Walter Woods & Co., Hamilton, Ont.

Slicing Machines

Hobart Mfg. Co., Toronto.

Store Fittings

Walker Bin & Store Fixture Co., Kitchener, Ont.

Store Tables

Walker Bin & Store Fixture Co., Kitchener, Ont.

Tanks for Oil and Gasoline

S. F. Bowser & Co., Toronto.

Tops for Motor Cars

Carriage Factories, Limited, Toronto, Ont.

Time Clocks

International Business Machines, Ltd., Toronto.

Twine

Walter Woods & Co., Hamilton, Ont.

Vinegar Measures

Walter Woods & Co., Hamilton, Ont.

Wall Shelving

Walker Bin & Store Fixture Co., Kitchener, Ont.

Wood Mantels

Walker Bin & Store Fixture Co., Kitchener, Ont.

Wrapping Paper

Walter Woods & Co., Hamilton, Ont.



THE DISH THAT CARRIES DISTINCTION

How much food sticks to the wrapping or dish you use?

How much food soaks into the dish or wrapping?

Are you bending every effort to save food distributed through your hands?

If you are conscientiously trying to co-operate with food conservation measures you not only apply good methods to purchase and storage of foods, but get it into the hands of your customer without waste or contamination.

And in that case the Riteshape dish will interest you. The Riteshape dish is made from hard maple; it will not soak up the juices and oils of its contents.

The Riteshape carries the food from your store to the home without loss or damage.

Your customer can take ALL the food she bought out of a Riteshape dish.

Ask Your Jobber, or

The Oval Wood Dish Co., Inc.

Manufacturers
TUPPER LAKE, N.Y.

Victoria Paper & Twine Co.

Distributors
TORONTO MONTREAL HALIFAX

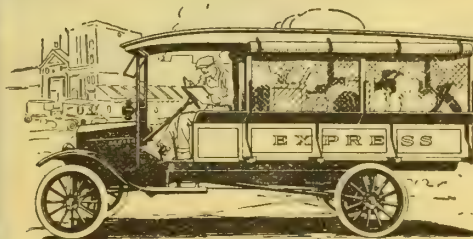




Competition Will Grow Keener

UP-TO-DATE equipment must be utilized for meeting keen after-the-war competition. This competition may be largely overcome by acquiring a delivery system which will dominate your territory and give your customers a kind of service that has heretofore been lacking.

Many merchants, manufacturers, hotel keepers and express men have already adopted the Ford One-Ton Truck to solve their transportation problems—Have you solved yours?

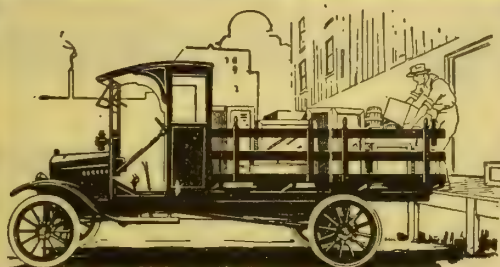


Runabout	.....	\$ 660
Touring	.....	690
Coupe	.....	875
Sedan	.....	1075

F. O. B. Ford, Ontario

All prices subject to war tax charges, except trucks and chassis

All prices subject to change without notice



MANY styles and types of body are easily obtained and attached to the Ford One-Ton Truck Chassis. The "Open" and "Closed Express," and the "Stake," the "Panel," the "Platform Body," the "Bus," the "Wagonette," and others are made to supply the varied and particular needs of Ford Truck owners.

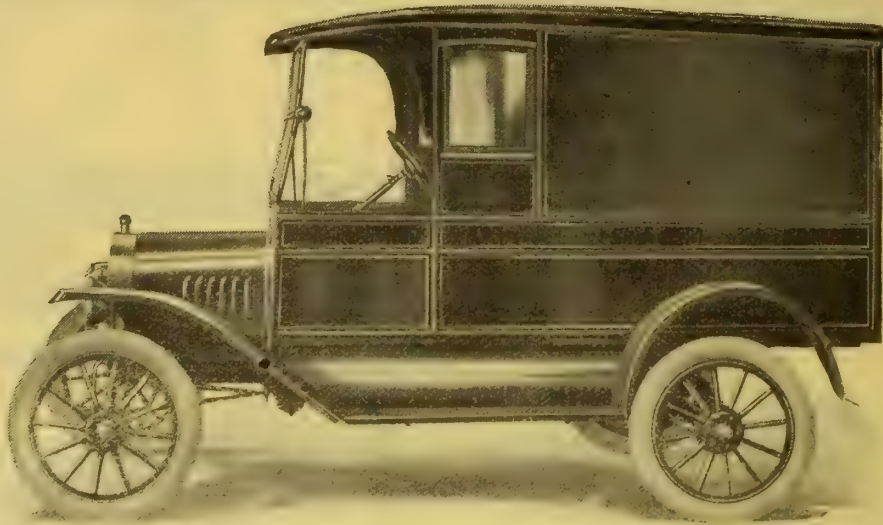
Price (chassis only) \$750

F. O. B. Ford, Ontario

85

FORD MOTOR COMPANY OF CANADA, LIMITED
FORD - - - - - ONTARIO

“Can You Send It At Once?”



This Style Body, \$146.00.

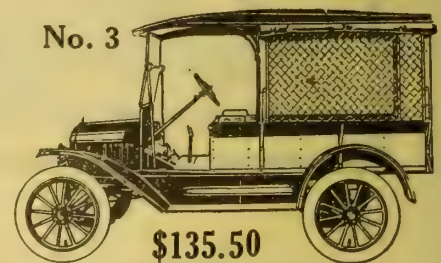
Quick Delivery Pleases Your Customers

“MOTOR DELIVERY IS THE GREATEST TRADE WINNING ASSET
ANY MERCHANT CAN ADD TO HIS BUSINESS EQUIPMENT”

The famous, steel-ribbed, patented Babcock Commercial Body for Motor Delivery is now made in Canada, exclusively by ourselves. If you want good looks, style, impressiveness and a long-lasting body on your delivery chassis, get

Babcock Commercial Bodies

Steel foundation (patented) makes rigid, unbreakable, strong, enduring frame. In the style illustrated, the side panels are beautifully finished, roof is solid, covered with heavy duck, windows both sides of drivers' seat, full length rear door. This is the handsomest full panel body made, and for the money cannot be equalled anywhere. Write us for further particulars.



If We Have No Agent in Your District, Please WRITE DIRECT FOR PRICES

Illustrated Folder on Request.

CARRIAGE FACTORIES LTD.

HEAD OFFICES:
Excelsior Life Building, Toronto

SALES OFFICES:
Montreal, Toronto, Winnipeg

Here we show you a few of the Walker Bin money-makers

They'll save you time, labor, fuss and worry, and make your store what you want it to be—what it ought to be—a place of bigger business and better service.



No. 3 UNIVERSAL

Three rows of bevel displays in line of vision. The glass in top row 4" x 10"; middle row 6" x 10"; lower 8" x 10", giving assorted displays of small capacity, affording a maximum display with minimum stock.



REAR OF COUNTER

Shows three capacity bins. Lower row about 56-quart capacity. Upper row about 52-quart capacity, with removable division in centre. Small centre bins 10-quart capacity with removable division. Made in stock lengths 9 ft., 12 ft. 4 in., 15 ft. 8 in. (9-ft. length shown). By adding one bin to row on either side of centre unit gives additional 3 ft. 4 in. counter length.



Combination X Sectional Wall Case

with varied size Patent Bins. All sections interchangeable, can be changed in length, moved about or taken down by any man or his clerks. Cost no more than display front counters, and while bins have same capacity as counter, you have shelving above gratis for canned, bottled and package goods. Making in large lots reduces the price in comparison with counters.



No. 24 Salesman

Quartered Oak or Mahogany finish, 4 ft., 6 ft., and 8 ft. long. High grade, medium price.

Send floor plan of your store and write to-day for Catalog, sketches of suitable fixtures and full particulars of the money-saving, money-making Walker Bin equipment.

The Walker Bin and Store Fixture Co., Ltd.

KITCHENER, ONT.

CONSERVATION

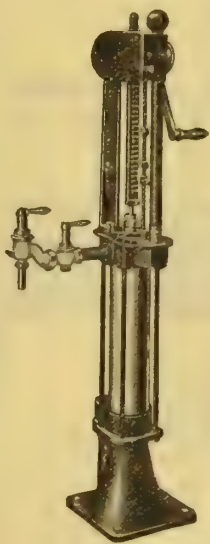
lies at the very base of the Government's war program. The Allies must have more oil. Production of oil is at its height. More oil for war purposes can be had only by rigid conservation.

For more than thirty years

BOWSER SYSTEMS

have been conserving the nation's oil and gasoline.

They also conserve:



Time
Labor
Space

BOWSER SYSTEMS
are:—

Leakproof
Lossproof
Fireproof
Evaporation proof
Deterioration proof
Convenient
Rapid
Highly Efficient

Tell us your problem. We'll help you CONSERVE OIL.

A system for every requirement.

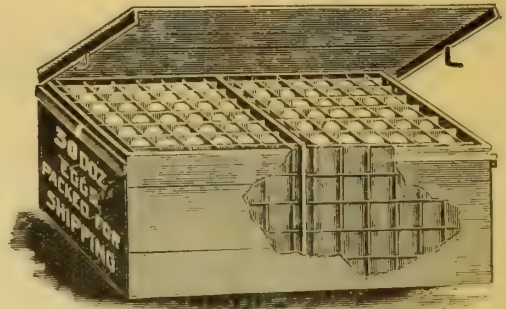
S. F. Bowser & Company,
Inc.

Toronto - Canada

Sales Offices
in all Centers

Representatives
Everywhere

THE MILLER BROS. CO., LIMITED



Manufacturers of
White pulp egg case fillers and extra flats in standard and
extra large sizes for 12 and 30 dozen egg crates.
20-38 DOWD STREET, - MONTREAL, CANADA

ORDER NOW

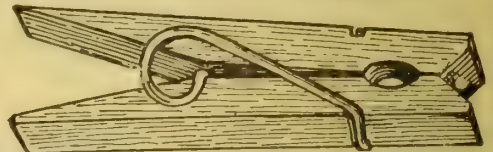
FOR DELIVERY JANUARY 1st

The counter check books you will require for next year. Everything has about doubled in price, and pad prices must advance. Your protection comes by placing your order with the makers of the famous

McCaskey Register System

McCASKEY SYSTEMS, LTD.
Toronto, Canada

The Megantic Broom Mfg. Co., Ltd.
Manufacturers of Brooms and Clothes Pins



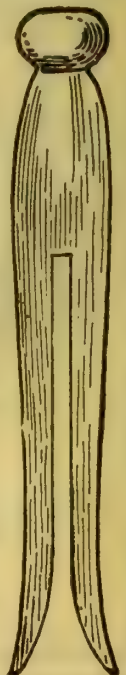
Lake Megantic, Que.

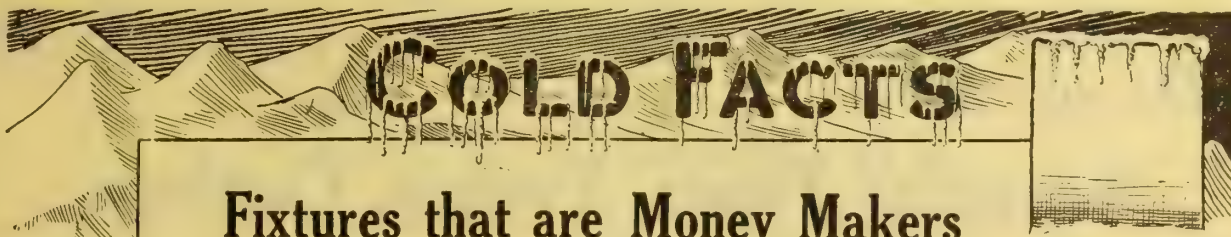
Represented by

Boivin & Grenier, Québec.
Delorme Frère, Montréal.
J. Hunter White, St. John.
N.B.
H. D. Marshall, Ottawa.
Harry Horne Co., Toronto.
Tomlinson & O'Brien, Winnipeg.
Oppenheimer Bros., Vancouver.

These agents have always a stock on hand sufficient to satisfy the demands of clients in their territory.

Satisfaction on these three lines guaranteed.





Fixtures that are Money Makers



There is a place in every dealer's store for two such dependable business builders as

The Arctic Refrigerator AND The Arctic Fish Case

Both are built by experts who have made an exhaustive study of refrigeration for commercial and domestic purposes.

The Arctic Refrigerator keeps a stock of perishables in perfect security and shows them in a way that keeps them selling. The Arctic Fish Case is just what you most need to get a bigger share of the fish demand.

Write us to-day for fuller particulars of these two Arctic Money Makers.

**John Hillock
& Co., Limited**
TORONTO



Waste Paper Balers

Great shortage of paper-making materials. High prices now for baled waste paper, cardboard, etc.

Don't Waste Paper—Sell It.

ALL STEEL
CLIMAX
FIREPROOF

BALING PRESS

Turns it Into Money

FREE TEN DAYS' TRIAL

Made in twelve sizes.

Send for full particulars to-day.

Use the coupon attached.

Climax Baler Co., Hamilton, Ont.



Patent Nov. 9, '15.



**A boy can
operate it**

Tear Off and Mail To-day

The
Climax
Baler Co.,
Hamilton, Ont.
Gentlemen: Without
obligating us in any way,
please send full particulars
and prices of your steel Paper
Balers.

Name

Address

If any advertisement interests you, tear it out now and place with letters to be answered.

Do you need

Wrapping Paper, Twines, Cordage, Brooms, Brushes or Baskets?

We can supply you promptly and with the kind of goods that will keep your register ringing.

The fact that we have maintained a constant and increasing demand during the years we have been in the business is sound evidence of the A1 character of our goods and our service.

We also carry a full line of Grocers' Sundries.

**Write for our illustrated list and note
the prices that offer you a real profit
on every sale.**

Walter Woods and Company

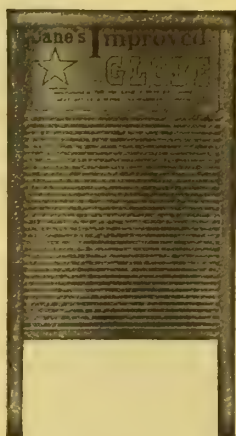
Hamilton and Winnipeg

Sell Cane's Washboards

— the washboards that always give a maximum of good service.

Basswood frames free from splinters and splinters.

Show these boards in a corner of the store.



**WM. CANE & SON CO.
LIMITED
NEWMARKET, ONT.**

'Keystone' Dandy

Here is why Keystone Dandy brushes stand hard work. They have a solid, one-piece hardwood back, and are carefully filled with good tough material, fastened with steel wire.

STABLE BRUSHES

The whole line of Keystone Stable Brushes is made just as carefully—everything that the stableman needs in the way of brushes.

Write for prices, etc., to

Stevens-Hepner Co., Limited
Port Elgin, Ontario

Reliable Brands That Mean True Economy

During four years of war these lines have never yet disappointed you.

H.P. Sauce Imported from England

You should cover your winter supply before cold weather sets in.

Crossed Fish Brand Sardines

Genuine Norwegian fish packed in purest olive oil. We anticipated the shortage of imported sardines, bought heavily on Crossed Fish Brand, and have been able to keep you supplied all along.

Sapphire Brand Sardines

California fish packed French style in pure olive oil. Quite equal to most brands of imported goods.

Shelled Nuts of All Kinds

Almonds, Brazils, Filberts, Pecans, Pignolias, Peanuts, etc.

Inquiries Invited

W. G. PATRICK & CO., LIMITED

Importers

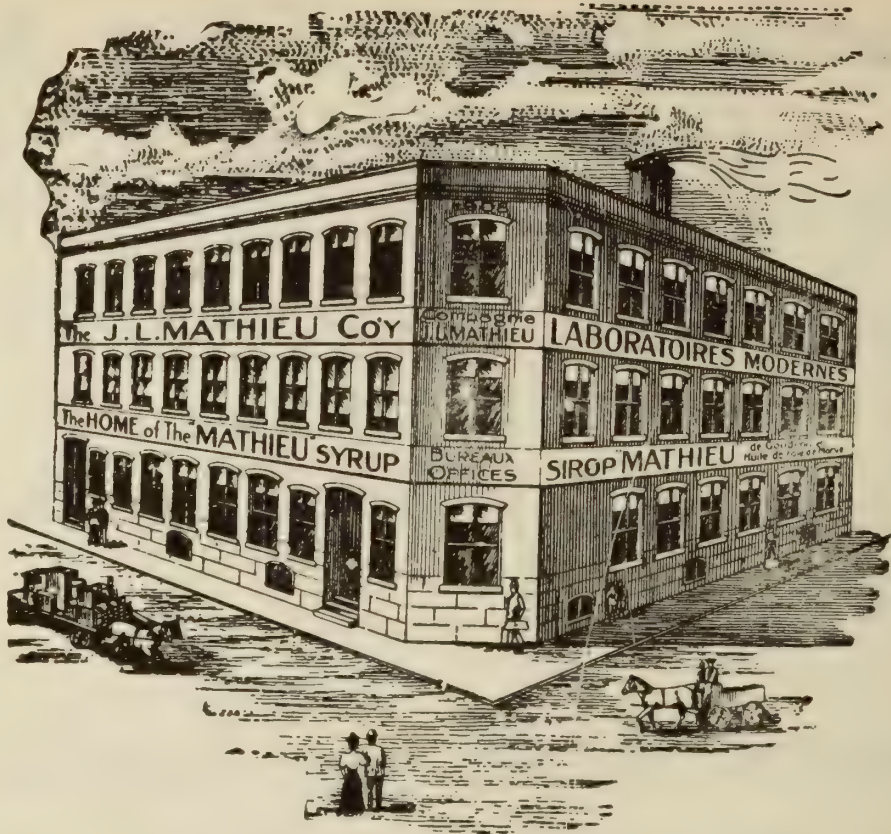
Toronto

Montreal

Winnipeg

New York

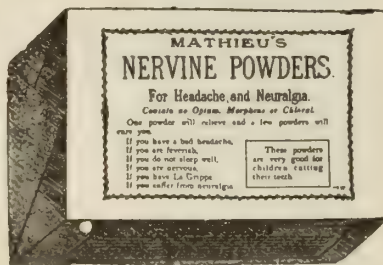
Chicago



Showing you where the Mathieu Products are made

YOU KNOW THE MATHIEU PRODUCTS—

Mathieu's Syrup of Tar and Cod Liver Oil and Mathieu's Nervine Powders



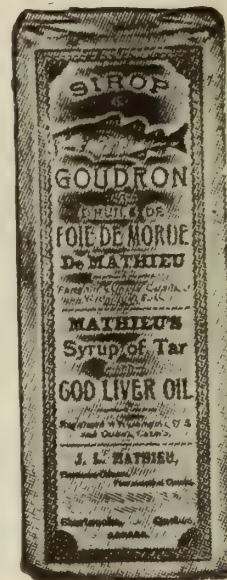
They are two as dependable little remedies as any dealer could wish to sell.

You should sell and recommend them every day. There is a particularly good winter demand for them and a good round profit on every sale.

The "Syrup of Tar" is especially suitable for winter displays. It is a reliable remedy for Coughs, Colds, Pneumonia, La Grippe, etc.

Mathieu's Nervine Powders give excellent results in case of headache, neuralgia, sleeplessness, etc. It is a dandy nerve tonic and contains no harmful drug whatever.

Order a good supply of these Mathieu remedies and increase your winter turnover.



Breaks Up a Bad Cold. Always Reliable.

J. L. MATHIEU COMPANY

SHERBROOKE

PROPRIETORS

QUEBEC

If any advertisement interests you, tear it out now and place with letters to be answered.

Connect Your Store
with the Demand for

PURINA PRODUCTS



Ralston Wheat Food License 2-038

Cereal Mill License 4-198

Wholesale Flour and Feed
License 12-208



Ralston and Canuck Cereals are Highest Quality

We specialize in substitutes for
wheat and guarantee highest quality.
Our entire mill has been overhauled
and modern machinery installed.

When ordering cereals ask for:

Canuck Rolled Oats

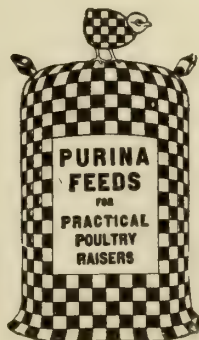
" Oat Meals

" White Corn Flour

" Pearl Hominy

" Hominy Grits

" Gold Dust Corn Meal



Our Purina Poultry Feeds
are recognized as the leaders in
America.

Purina Chicken Chowder

Purina Scratch Feed

Purina Calf Chow

All orders—large or small—will
receive our prompt attention.

The Chisholm Milling Company, Limited

TORONTO, ONTARIO

TRENCH GOODS SUGGESTIONS

These Reprints Will Help You Sell Trench Goods

IN following pages are a number of suggestions for goods for the "Overseas Box."

These pages are being held in type, so that retailers may order reprints of any they would like to pass along to customers. By having your own name on them you should get a number of your customers to come back to your store for these goods.

Order Your Reprints by Page Number.

Give number of the page and name of advertiser in ordering reprints. Where the appeal is addressed directly to the merchant, we will change this to an appeal to the consumer; also substitute your name for that of the manufacturer.

Rates are as follows, one color only :

100	reprints of one page	\$1.50
200	" " " "	2.00
100	" each of two pages	2.25
200	" " " " "	3.50
100	" " " five "	5.00
200	" " " " "	9.00

Other rates in proportion.

Canadian Grocer 143-153 University Ave.
TORONTO
PHONE MAIN 7324



If any advertisement interests you, tear it out now and place with letters to be answered.

TRENCH GOODS SUGGESTIONS



"Smile! Smile! Smile!"

Johnny Canuck's smile of victory is helped along wonderfully by the parcel from the folks at home. Particularly when a few cans of

Borden's **Reindeer Condensed Coffee**

are enclosed. Containing milk and sugar in proper proportions, Reindeer Coffee can be prepared in camp, trench or dugout with the mere addition of boiling water.

Tell your customers about both Reindeer Coffee and Reindeer Cocoa and suggest them with every overseas parcel.

The Borden Milk Co., Limited

"Leaders of Quality"
MONTREAL

Branch Office: No. 2 Arcade Bldg., Vancouver

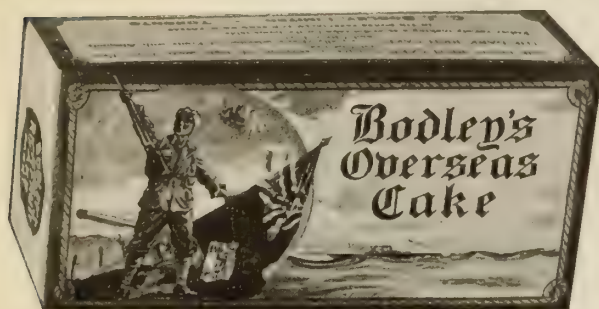


TRENCH GOODS SUGGESTIONS

Bodley's lines for the Overseas Christmas Box



He'll appreciate them!



YOUR customers will welcome a suggestion from you in the making of the parcels for their boys "Over there."

You cannot suggest a more acceptable enclosure for the fighting man than one or more of Bodley's Cakes and Bodley's Plum Puddings.

See now that your stock is ample. The Bodley lines are equally saleable for home consumption, and a good display will connect you with what is a very profitable demand.

Wire at our expense for quotations immediately.

C. J. Bodley, Limited
TORONTO

Food Control License Number 5-309



If any advertisement interests you, tear it out now and place with letters to be answered.

TRENCH GOODS SUGGESTIONS

**“Gee!
Ain’t that fine!”**



What more suitable suggestion can you offer for the Overseas Parcel than a can or two of

DOMINION BRAND PLUM PUDDINGS

Let Dominion Brand Plum Puddings dominate your Trench Goods displays. Boost it. Boost it for Home use as well as for sending Over There. Have your customers try a can at home—then they’ll need no urging to send it to the boy in France.

Get well stocked now.

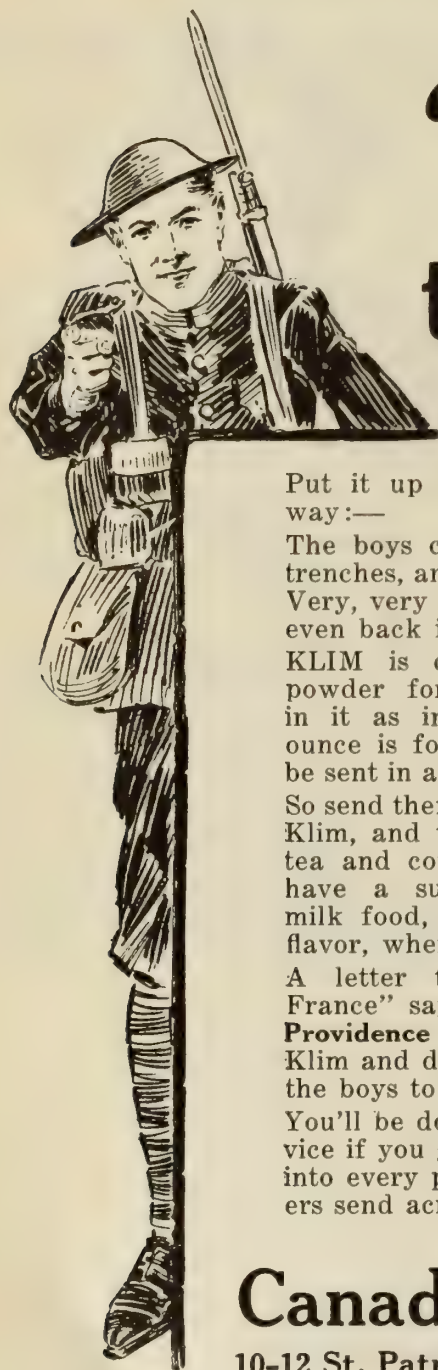
Dominion Cannery Limited
HAMILTON, CANADA

Canada Food Board License No. 14-12



If any advertisement interests you, tear it out now and place with letters to be answered.

TRENCH GOODS SUGGESTIONS



“Tell the Folks to send Klim”

Put it up to your customers this way:—

The boys cannot get milk in the trenches, and they certainly need it. Very, very seldom is milk available even back in “rest camp.”

KLIM is dry separated milk in powder form. No useless water in it as in canned milks—Every ounce is food—no better food can be sent in as small a space.

So send them Klim. They can drink Klim, and they can use it in their tea and coffee. They can always have a supply of body-building milk food, with the genuine milk flavor, wherever they go.

A letter to — “The Friends of France” says: “KLIM is a gift of Providence over here.” Dissolve Klim and drink it hot. It will help the boys to hold on.

You'll be doing the boys a real service if you get a tin or two of Klim into every parcel that your customers send across.



Canadian Milk Products, Ltd.

10-12 St. Patrick St. Toronto

10 St. Sophie Lane, Montreal

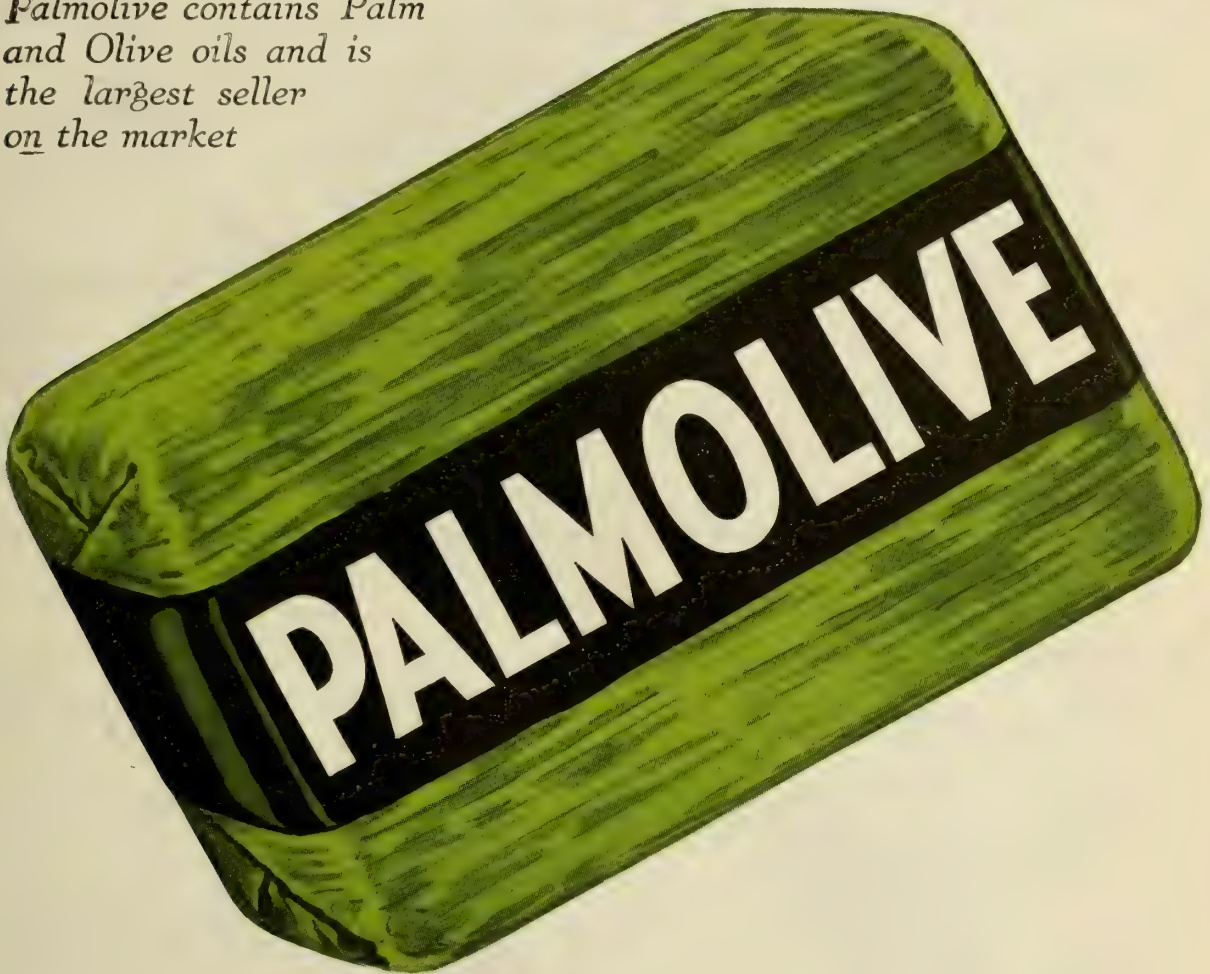
Also stocked by W. H. Escott Co., Ltd., Fort William, Winnipeg, Edmonton, Regina, and Kirkland & Rose, Vancouver.

Canada Food Board License No. 14-242.



TRENCH GOODS SUGGESTIONS

*Palmolive contains Palm
and Olive oils and is
the largest seller
on the market*



The Soap Preferred by the Boys Over There

The *Special Overseas Size Cake* for the Boys Overseas is the most popular enclosure you can suggest when making up those overseas parcels.

Show it in your trench goods displays. Let your customers know you sell this special size and suggest it. Talk about it. Recommend it. You'll sell lots of it and your profits will be worth while.

THE PALMOLIVE COMPANY OF CANADA, Limited
TORONTO



If any advertisement interests you, tear it out now and place with letters to be answered.

TRENCH GOODS SUGGESTIONS

HIGH-GRADE SPECIALS IN OVERSEAS TRADE

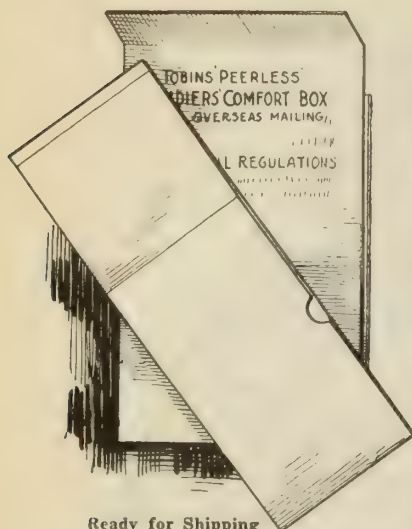
Tobin's "Peerless" Overseas Mailing Boxes, etc., etc.

FRIENDS and RELATIVES of soldiers know these boxes so well that they buy them in thousands every day. They have stood the test so many times, that they have become a by-word of excellence, and nothing else will do.

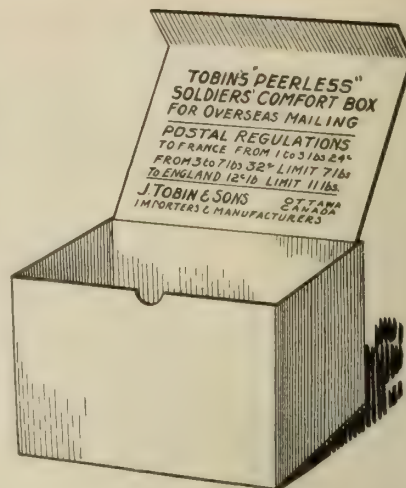
They are the best mailing boxes on the market. They are "TOUGH AS LEATHER — LIGHT AS A FEATHER." Strongly recommended by our postal authorities, because they are so easily packed and examined if necessary. AND — the boys get these boxes. 3 sizes, France and ENGLAND.

Are you getting any of this trade, Mr. Merchant. If not, GET BUSY and write J. TOBIN & SONS, OTTAWA, ONT. They are keenly alive to your wants or enquiries, whether by mail, phone or wire. Circular for the asking, with other trench specialties.

J. TOBIN & SONS, Ottawa, Ont.

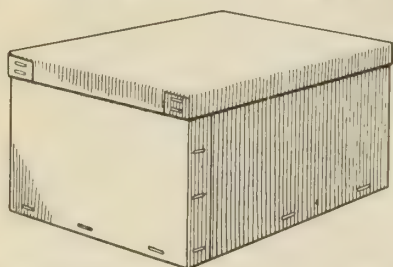


Ready for Shipping



Box Set Up

This is the Box for your customers' Overseas Parcels



The Original Overseas Box for your Customers as used by Red Cross Societies Everywhere.

Here is a box that's built to stand hard knocks—a box that's positively guaranteed to reach its destination in the same condition as when mailed. NOT CARDBOARD OR CORRUGATED BOARD, but solid material; no wrapping required. Note the fastenings. No stickers or tapes used, but steel staples.

Over one million shipped without one complaint. Compare it with any other box on the market and judge for yourself. Now is the time to order for Xmas trade. Prices:

5" x 6" x 9", per hundred, \$10.00 F.O.B. Ottawa.
5½" x 7" x 9", per hundred, \$12.00 F.O.B. Ottawa.

Boxes Limited
Queen and Booth Streets
OTTAWA

Y & S STICK LICORICE in 10c Cartons



Everything in Licorice for all
Industries using
LICORICE
in any form.

Made in Canada by

National Licorice Company
MONTREAL



TRENCH GOODS SUGGESTIONS

*FOR THE BOYS IN
THE TRENCHES*

“Sumore” Roasted and Salted Peanuts Filberts and Almonds

How baking does bring out the delicious flavour of an apple—it's improved 100 per cent. over the raw apple.

We use the same idea to improve the flavour of our salted nuts—offer it to you toasted instead of raw. Try “SUMORE” Salted Nuts—**THEY ARE TOASTED.**

Packed in Canada by

MONTREAL NUT AND BROKERAGE CO.

30 and 32 Jurors Street

MONTREAL

Sole Selling Agents:

LOGGIE, SONS & COMPANY

32 Front Street, W.

TORONTO



If any advertisement interests you, tear it out now and place with letters to be answered.

TRENCH GOODS SUGGESTIONS



**“Tell Them to send
King George’s Navy”**

Tell your customers whose kin are overseas to send them King George’s Navy Chewing Tobacco regularly and often.

The boys thoroughly appreciate good tobacco. It is doubtful if there is any one thing they welcome more in the parcel from home. And King George’s Navy is just the kind of Chewing Tobacco they want to get—sweet, soothing and with that palate-tickling goodness that makes a chew worth while.

Feature King George’s Navy now as the soldier’s best-liked chew. Suggest a few plugs when the Overseas parcel is being made up. You will thus secure good extra business and sizeable profits.



***A favorite
at home and Over There***

And in Smoking Tobaccos—**Master Mason, Rose Quesnel and Long Tom.** Every soldier smoker likes them. They’ve got the natural flavor that wins favor from the most critical.

Be sure you’re well stocked.



**SMALL'S FOREST CREAM
MAPLE BUTTER**

KNOWN THE
WORLD
OVER
AS THE
BEST IN
QUALITY
& IN TASTE

**SOLD ALL
OVER
WHERE
QUALITY IS
KEPT FOR
25¢ A TIN**

A young boy wearing a hat and a light-colored shirt is riding a bicycle. He is looking towards the camera with a slight smile. The background shows some foliage.

It is good for the boy at home, and a Christmas parcel containing a one or five pound tin is a winner with the boys "Somewhere in France." Sales are numerous. Small's Maple Products have long been recognized as standard on all markets of the world at all jobbers.

To the Wholesale Trade:

Raw Sugars

Please send us your enquiries and we will do our best to supply, subject, of course, to the restrictions and regulations of the Food Board.

WEST INDIA COMPANY, LTD.

Coristine Building

MONTREAL



Give
Little Miss Vi
a Welcome.

Little Miss Vi has come to Canada as the representative of Vi-Cocoa. She is known in millions of homes in the British Isles, and a great desire for her beneficial

beverage is springing up all over the Dominion.

Give her a prominent place on your counter; she will attract many customers to your Store and take a prominent place on the credit side of your balance sheet. Vi-Cocoa is a ready seller showing substantial margin for the retailers.

Vi-Cocoa

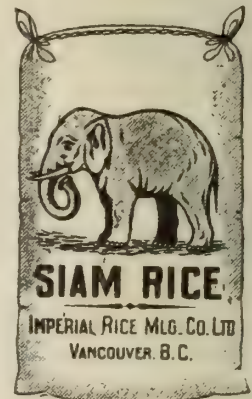
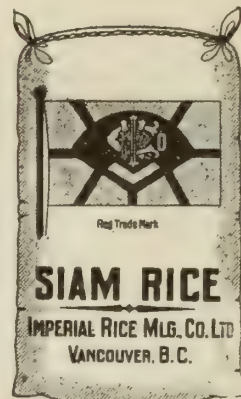
has been known for years as the food beverage of the people—it is the super-cocoa, far more nourishing and palatable than ordinary cocoa, and is made under ideal hygienic conditions in one of the best factories in the world.

Write for trade terms and particulars to the
Watford Mfg. Co. Ltd., Delcotaland, Watford, England.

408


Imperial Rice Milling
Co., Ltd.

VANCOUVER, B.C.



We are offering the best value
in Rice on the Canadian
market to-day.

If any advertisement interests you, tear it out now and place with letters to be answered.

HE crackle of wood in the kitchen stove—the appeal which a steaming plate of Rolled Oats or Cornmeal Porridge makes to you these crisp Fall mornings—the rapidity with which you see your shelves become bare—all are reminders that the season for the heaviest consumption of cooked cereals is again with us.

A simple suggestion on your part will enable you to sell Quaker Oats, Tillson's Oats and Quaker Best Cornmeal to every customer.

A display of these products in your window or on your counter will more than repay you.

Our Fall advertising on Quaker and Tillson's packages is now in full swing—our new plant at Peterborough is completely equipped to fill your orders with dispatch.

The Quaker Oats Company
PETERBORO, CANADA

QUALITY SERVICE PRICES

Established 1875



T. KENNY & CO., Limited

WHOLESALE GROCERS

SARNIA

PROMPT DELIVERY
NO CARTAGE

CHATHAM

Phones 5, 85

Phones 154, 155

If any advertisement interests you, tear it out now and place with letters to be answered.

"A Seal like that is half the sale!"

Mr. Grocer—
if you have
yet to learn
the selling
value of the
ANCHOR
CAP seal on
food products in glass
packages just try them
on your next order.

Try them and see how
the clean-cut, good-
looking seal creates
the buying impulse.
Anchor Caps will
boost your sales of
goods in glass and
reduce your loss



through spoilage, leaking or returned goods to
the vanishing point.

Tell your wholesaler you want Anchor Caps on
that next order of glass packages. He
can supply them on any line you may
require.

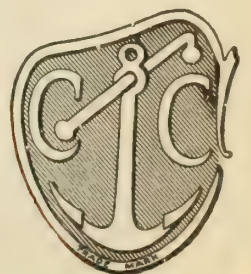


Neat displays are easy when Anchor Caps
are used

Anchor Cap & Closure Corporation of Canada, Ltd.

50 Dovercourt Road

Toronto



Every family will need a keg of Cider this Fall

MR. GROCER—Are you ready to meet the demand?

You can meet it with satisfaction to your customers and profit to yourself if you stock

CALDWELL'S PURE APPLE CIDER

Caldwell's is just the kind of beverage to tickle the palate of the connoisseur—pure, unadulterated, unfermented, filtered and refined to a sparkling brilliancy.

Also put up in 5-gallon tins and 10, 20 and 35-gallon oak casks.

Through your jobber

THE CALDWELL CIDER COMPANY

Manufacturers of Pure, Refined, Sweet Apple Cider
NEW TORONTO

Customers Enjoy the Flavor of Alberta Oats

Grocers who have recommended PURITY OATS to their customers find that the flavor is remarked about.

PURITY OATS

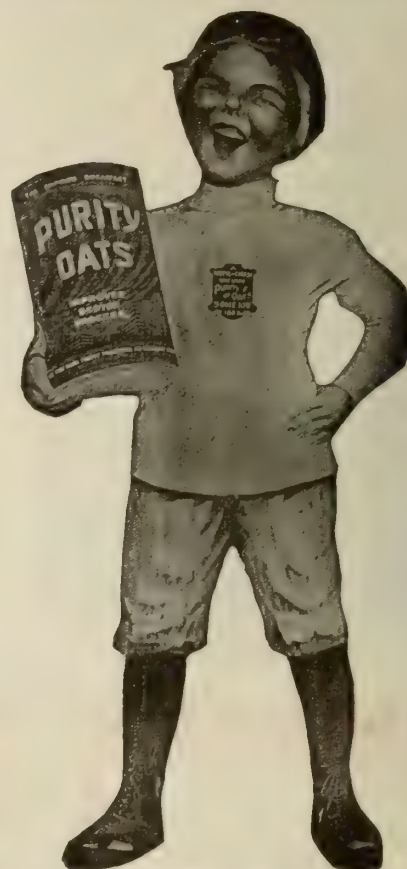
are carefully milled from Alberta Oats—the finest the world grows. That's why they have a flavor that brings people back to the grocery store for another package.

PURITY OATS are a product of the same company that mills the famous PURITY FLOUR, which is a guarantee of their excellence.

Western Canada Flour Mills Co., Limited

Toronto, Winnipeg, Calgary, Brandon, Edmonton, Vancouver, New Westminster, Victoria, Nanaimo, Prince Rupert, Nelson, Rossland, Goderich, Ottawa, Montreal and St. John, N.B.

Canada Food Board License Nos.—Cereal 2-009. Flour 15, 16, 17, 18.



The Purity Kid.

DECLARATION OF FAITH

MY faith in the future of our country is unlimited and rests upon psychological as well as material factors.

All Canadians feel that there is a great future in store for their native land and in this they are actuated by those sentiments of love which evolve from traditions and aspirations of the very highest order.

Patriotism constitutes the greatest incentive towards the development and progress of a country.

It is our good fortune that Providence should have lavishly dispensed its blessings and benefactions wide over our land, as our natural wealth demonstrates.

This, combined with the spirit of enterprise, industry and energy which characterize our people, will be the paramount factors that will give an ever-increasing impulse to all our activities.

Therefore, let us cherish the hope that full optimism will fill all hearts and minds as to the future of our fair land.

Zeph. Hebert, President

HUDON, HEBERT & CO., LIMITED
MONTREAL, QUE.



Pure Milk from one of Canada's finest dairying districts

Is always used in the making of Malcolm Milk Products.

There is a splendid dairying country around about St. George, Ont., the home of the Malcolm lines. Plenty of pure milk is always available and only the very best is selected for the making of Malcolm's. And the manufacturing process—scientific and thorough—brings out all the richness and delicious goodness of the milk, making the Malcolm milk products the choice of people who buy quality first.

Show these favorites in your displays and let them prove our claims.

**We deliver 5-case lots to any part of Ontario,
Quebec, Maritime Provinces, paying freight charges
up to 50c per 100 lbs.**

This is a Bona-fide Canadian Company



The Malcolm Condensing Co., Limited

ST. GEORGE, ONTARIO

Canada Food Board License No. 14-151

Canned Herrings in Tomato Sauce

Canned Kippered Herrings

Canned Pilchards, all shapes and sizes



Vancouver Cannery Fraser River

This is one of our Canneries

THE OTHERS ARE:

Burrard Cannery, Fraser River, B.C.

Sunnyside Cannery, Skeena River, B.C.

East Bella Bella Cannery, East Bella Bella, B.C.

McTavish Cannery, River Inlet

San Mateo Cannery, Barkley Sound

In these up-to-the-minute plants we possess every facility for processing and packing the very finest salmon and herring.

We always select the pick of the catch, and the quality of our goods is guaranteed.

You can sell our lines with confidence.

Gosse-Millerd Packing Co., Limited

**597 Hastings Street West,
VANCOUVER, CANADA**

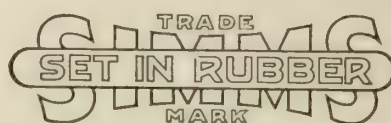


There are Probably
Fifty Different
Manufacturers

— OF —

SET IN RUBBER BRUSHES

BUT THERE IS ONLY ONE



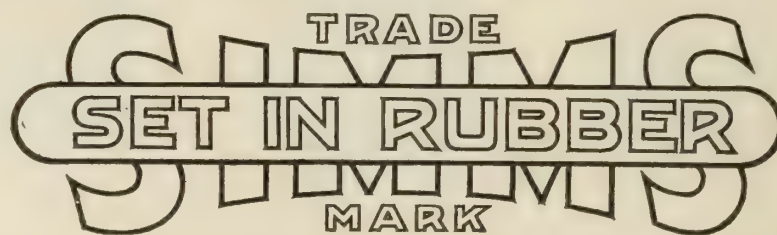
DON'T BE FOOLED BY THE TERM "SET IN RUBBER"
IF A BUNDLE OF STRAW WERE SET IN RUBBER YOU WOULD HARDLY CARE TO
LATHER YOUR FACE WITH IT

The making of good Brushes is a complicated art, of which the setting in rubber, however difficult to do well, is but a minor part.

First comes the development of the skilled labor, used for the many different operations, in which years and years of careful training is required; then the accumulated experience of years in the selection of the proper materials; then the blending of these materials in a way to suit the many special needs of the brush-user and the treating and preparing of these materials, and finally the product,

"BETTER BRUSHES"

They are necessarily "Set in Rubber," but so also are the poorer kinds. Protect yourself and your customer by buying



THE BRUSHES THAT ARE BUILT ON A QUALITY BASIS

T. S. SIMMS & COMPANY, LIMITED

Builders of "BETTER BRUSHES"

ST. JOHN (FAIRVILLE), N.B., CANADA



For your
hard-to-please
trade—

MARSH'S GRAPE JUICE

The delicious Concord beverage that discriminating people will use this season in preference to any other.

Try a window display of Marsh's.

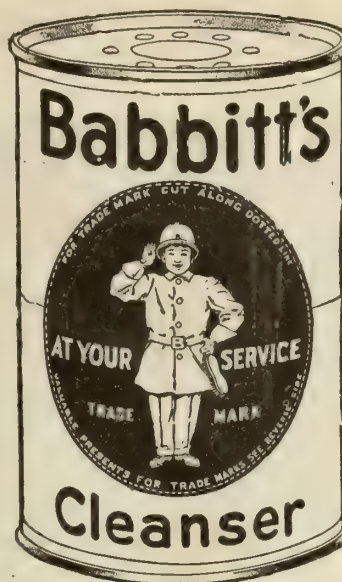
Five case lots or more prepaid to any point in Ontario or Quebec.

The Marsh Grape Juice Company
Niagara Falls, Ontario

Agents:

MacLaren Imperial
Cheese Co., Ltd.,
Toronto, Ont.
Rose & Laflamme, Ltd.,
Montreal, Que.

Every Housewife Knows



BABBITT'S CLEANSER

Just show Babbitts on your shelves and on your sales counter and suggest it when she asks for a good all round cleanser. Babbitt's Cleanser repeats because it always gives excellent service.

PREMIUMS FOR TRADE MARKS

Canadian Selling Representatives:

WM. H. DUNN LIMITED
MONTREAL

Ontario Agents:

DUNN-HORTOP LIMITED
TORONTO

Canada Adopts Allied War Flour

THE Canada Food Board's decision to raise the amount of substitutes in wheat flour to twenty per cent. makes it absolutely imperative that a thoroughly efficient Baking Powder be used, otherwise there will be a great and unnecessary waste of foodstuffs.

War Pastry is thoroughly nutritious when properly baked. Pie-crust and cakes can only be leavened by a powder that does not complete its work until the pie or cakes are in the oven. Egg-O Baking Powder is double-acting to ensure complete leavening. We recommend it for use with **heavy** war flours. Less can be used, and it will do more work than so-called high-grade Trust-brands.

All users, Cooks, Chefs, Housewives, should be sold Egg-O. It suits their purposes best.

Mr. Merchant—Have a good stock on hand; the demand is growing. Your customers will insist on Egg-O.

EGG-O BAKING POWDER Company, Limited
HAMILTON, CANADA

1918 Crop Now Ready for Delivery



COOKER BRAND

MINT FLAVORED

PACKAGE PEAS

New season's crop of COOKER BRAND PETITS POIS—small, sweet, tender Peas—are more delicious than ever. These Peas when prepared according to directions, produce a dish of the most

Delicious and Nutritious Food at the Minimum of Cost

The ever increasing demand for COOKER BRAND is entirely due to the Householder's appreciation of their superiority over Peas in any other form.

The season is here for introducing COOKER BRAND PACKAGE PEAS to your customers—they will appreciate the introduction.

FOR SALE BY ALL JOBBERS

Sales Agents—

MACLURE & LANGLEY, Limited
TORONTO WINNIPEG MONTREAL

If any advertisement interests you, tear it out now and place with letters to be answered.

**A Quality Product
made from
Western Wheat**



Canada
Food Board
Licence No.
2017

EXCELSIOR CREAM MACARONI

is made in our own factory in Winnipeg and made by a special French process which imparts to it an irresistible deliciousness.

There are many varieties—

Excelsior Cream Long (shown in cut) and Cream Macaroni, Cream Spaghetti, Cream Vermicelli, Playing Cards, Soup Stars and Alphabets.

You can sell any or all of these products confident that their goodness will please your customers and bring them back for more.

Excelsior Macaroni Products Co.

WINNIPEG, MAN.

Exclusive Agents:

Donald H. Bain Company

WINNIPEG

SASKATOON

REGINA

CALGARY

EDMONTON

VANCOUVER

You sell Quality when you sell these three

Shirriff's True Vanilla, for instance. It is 50% stronger than the Government requirements call for.

Shirriff's Marmalade and Shirriff's Jelly Powder are equally dependable. They'll please your customers and put good profits in your cash drawer. Try them.

Shirriff's



*Shirriff's
True Vanilla*

is a pure essence of the Mexican vanilla bean, made under our secret process which requires a whole year to complete. It is uniform in quality and a favorite for many years.



*Shirriff's
Jelly Powders*

Fruit flavors of lemon, orange, pineapple, strawberry, raspberry, etc. They lend themselves to a wide variety of desserts very popular nowadays.



*Shirriff's
Scotch Marmalade*

A heavy consistency pure marmalade that doesn't "thin out" when being used. It is made from Seville Oranges and Pure Cane Sugar. Packed in hermetically sealed packages.

Imperial Extract Company Toronto

H. F. Ritchie & Co., Ltd., representatives for Western Canada, Quebec and Maritime Provinces

Canada Food Board License No. 14-91



Liked by every member of the family

The goodness of No-Vary Products appeals to every lover of first quality foods. No-Vary lines are 100% satisfaction givers which accounts for the quick sales and the regular repeat orders that always characterize their displays.

NO-VARY

Quality Groceries

“If it's No-Vary it's always good.”

Put these guaranteed quality lines on your sales-counter and back them up with your best recommendation. They'll sell and satisfy in a way that will mean a quicker turnover and better profits besides.

The Wholesale Jobbers listed here market No-Vary Always Good Products in Western Canada:

A'exander Grocery Co., Ltd.	Camrose, Alta.
Brandon Grocery Co., Ltd.	Brandon Man.
Camrose Grocery Co., Ltd.	Camrose, Alta.
Medicine Hat Grocery Co., Ltd.	Medicine Hat, Alta.
Moose Grocery Co., Ltd.	Moose Jaw, Sask.
MacLean Grocery Co., Ltd.	Regina, Sask.
Red Deer Grocery Co., Ltd.	Red Deer, Alta.
Swift Current Grocery Co.	Swift Current, Sask.
Simington Co., Ltd.	Calgary, Alta.
Weyburn Grocery Co., Ltd.	Weyburn, Sask.
Yorkton Grocery Co.	Yorkton, Sask.

No-Vary Products Co., Limited

WINNIPEG

Cream of Tartar

10 cwt. casks crystals—300 lb. bbls. powdered.

Cream of Tartar Substitute

300 lb. bbls. powdered.

Bicarbonate of Soda

300 lb. kegs.

Tartaric Acid

224 lb. bbls. crystals or powdered.

Citric Acid

112 lb. kegs crystals or powdered.

Medicinal Castor Oil

4 cwt. bbls.

Glycerine

10 cwt. drums—5 cwt. drums—2 tin cases (56 lbs. each)—1 tin cases (56 lbs. each).

Borax

Crystals or powdered, 300 lb. bbls.

Blue Vitriol

450 lb. casks crystals.

B. & S. H. THOMPSON & CO.

LIMITED

MONTREAL

ESTABLISHED 1790

Branches at TORONTO, WINNIPEG and NEW GLASGOW, N.S.



Shippers and Manufacturers!

Are you looking for a
**Wholesale Grocery
 Organization**
 to handle your product?

We can give it to you. Throughout the West our houses handle only first quality goods. So that when you put your product in our hands you are introducing it under the proper success-making auspices, as we cover the entire field from Lake Superior to the Pacific Coast.

**Annual Purchasing Power Twelve
 and a Half Millions**

You can form an idea of our buying power by reading over the following list of wholesalers for whom we are purchasing agents:

A. Macdonald & Co., Vancouver, B.C.
 A. Macdonald & Co., Nelson, B.C.
 A. Macdonald & Co., Fernie, B.C.
 A. Macdonald & Co., Fort William, Ont.
 Macdonald-Cooper, Ltd., Edmonton, Alta.
 Macdonald-Cooper, Ltd., Calgary, Alta.
 Macdonald-Crawford, Ltd., Moose Jaw, Sask.

Macdonald-Crawford, Ltd., Saskatoon, Sask.
 Macdonald-Crawford, Ltd., Swift Current, Sask.
 Macdonald-Crawford, Ltd., Battleford, Sask.
 Macdonald-Chapman, Ltd., Winnipeg, Man.
 White Star Mfg. Co., Ltd., Winnipeg, Man.
 Occidental Fruit & Canning Co., Limited, Kelowna, B.C.

Consolidated Purchasing Co., Limited

313-319 Pacific Ave.

:::

WINNIPEG, Manitoba

E. NICHOLSON, General Manager

WE INVITE CORRESPONDENCE FROM MANUFACTURERS AND SHIPPERS

E. D. Smith's Raspberry Jam

**Does Your Stock of This Popular
Seller Need Replenishing?**

Any of the agents listed below can fill
your order from the 1918 Pack.

A good window or interior display of
E.D.S. Raspberry Jam will connect
you with a profitable demand that is
steadily growing.

Send your order to agent nearest your
store.

E. D. Smith & Son
Limited
WINONA, ONT.

AGENTS: Newton A. Hill, Toronto; Eastern Representative: Wm. H. Dunn, Limited,
Montreal; Alberta Representative: Donald H. Bain Co., Calgary, Alta., Edmonton,
Alta.; Watson & Truesdale, Winnipeg; B.C. Merchandise Brokerage Co., Vancouver, B.C.

Are You A Tea Expert?

Are you fully qualified to pick out the bulk tea which you are depending upon to build up a successful tea trade?

Or do you depend upon the judgment of a traveler who may know very little, if any, more about tea than you do?

Not many men are tea experts. It takes years of experience and a highly cultivated sense of taste, smell, sight and touch to make an expert judge of tea.

It takes exceptional skill and care to blend teas so as to maintain year in and year out a uniform standard of quality for a particular blend.

A grocer **MUST** pick out a good tea and **MAINTAIN** its standard of quality. Even a slight variation is noticed and complained of by his customers, and trade lost to a competitor or to a pedlar.

The sure foundation on which to build up a successful tea trade is on the unchanging quality of Red Rose Tea, which is blended by expert tea judges, and thoroughly mixed by expensive machinery that would be impossible for any but a large establishment to afford.

The grocer who sells tea in the Red Rose package gets the benefit of all our unexcelled facilities and experience in the tea business to help him build up a solid, profitable tea business. The nation-wide success of Red Rose Tea is a guarantee that it will pay any progressive grocer to make Red Rose his **LEADER**.

T. H. Estabrooks Co.

Limited

St. John Toronto Winnipeg Calgary



You will Save Money

by sending us your orders.
Our Price List quotes you
lower prices than any other
house in the trade.

PLEASES YOUR
CUSTOMERS,
PROFITS
YOU.



Per Dozen

6 oz. . . \$1.25	16 oz. . . \$2.50
8 oz. . . 1.50	2½ lb. . . 5.90
12 oz. . . 2.10	5 lb. . . 10.50
5 c/s lots less 10.	
10 c/s lots less 15.	

We handle highest
quality goods, and
never sacrifice quality
for price. Read our
Price List carefully.



Compare our prices with
those asked by others
and you will find you
will save money by mail-
ing your orders to:

THE
PERFECT
YEAST

Best quality on the
market and the best
money maker for you.



Per 3 dozen box \$1.35
at Winnipeg or at any
of our connecting
houses, shown at the
foot of this page.

Macdonald-Chapman, Limited

WHOLESALE GROCERS

WINNIPEG

Cnnections: Fort William, Moose Jaw, Saskatoon, Swift Current, Battleford, Edmonton, Calgary, Fernie, Nelson, Vancouver.

CANADIAN GROCER

Vol. XXXII.

TORONTO, OCTOBER 25, 1918

No. 43

"They Attacked at Dawn"

WITH the first pale streak of dawn tinging in the eastern sky, a thousand guns crashed out their message of death. Far away dim shadows of a still dark world seem torn into fragments by bursting shells. The drum beats of the guns merge into a mighty chorus, then in the dimness the strained eye can see far off shadowy forms of men moving forward with a seemingly slow and methodical pace, following the ever advancing barrage of the guns.

It is morning. The battle line is advancing. They started at the dawn.

With every passing second the light grows clearer, and the enemy better able to meet the attack, with every passing moment the chance of success grows less, for every hour passed means one hour less of friendly daylight, in which to achieve and consolidate the great objective. So they attacked at dawn.

There are many merchants who have not learned this great lesson. This afternoon is as good as this morning, and tomorrow as to-day. They have not realized the strategic value of the attack at dawn.

There never was a time when the need of prompt action was more imperative than it is to-day. Men have grown used to war, and to the multitude of difficulties and sacrifice that it entails. Now, mayhap, at some not far off day men must grow used to peace again, and to the great unknown conditions that peace, after war, must bring. They must be ready to attack at dawn. They cannot wait for the light of day to see what lies before, they cannot hold back till someone else has gone forward and beaten out the way. Then the objective may be beyond all reach.

The wise merchant knows the possibilities of danger that may beset his way. He knows of certain safeguards that assure safety, as far as safety may be assured. There must be provision made against a reckless, unthinking daring.

He must be ready to attack at dawn.

A STATEMENT TO THE TRADE

FROM THE CHAIRMAN OF THE CANADA FOOD BOARD

FOR the coming year Canada and the United States are pledged to send the tremendous total of \$17,500,000 tons of foodstuffs to the Allies. Do you realize how much this is? Before the war the joint average exports amounted to 5,550,000 tons. Thus we are faced with the moral demand to send over three times as much as we did in the hey-day of our prosperity. Food must be controlled in the strict sense of the word, and that means food must be directed into the proper channels, as much as ever. It will be produced in greater quantities in 1919. The Food Board is already far advanced in its preparations for next season.

Meanwhile in the homes, with the results of the 1918 harvest, we must save every particle we can. The idea must not spread, and must not be allowed to spread, that we have done everything that is necessary. Going on at our present gait will not make possible a 300 per cent. increase on shipments four years ago. There must be more than the refusal "to let up;" there must be a long pull, and a strong pull, and a pull all together, for victory.

Every man who goes from this continent across the Atlantic must be fed from this continent. He ceases to be a producer here, and must be fed by some one else here. There will be 3,000,000 more men overseas before the next crop comes. If we know it in time there is no reason why we should not succeed in doing this extra also. Only we must grip it clearly.

Our position in breadstuffs and meats is a luxury compared with some neutral countries. Norway, Sweden, Denmark, Holland and Switzerland are all far worse off than most people realize; Russia is in a fearful plight to face a hard winter.

Over \$90,000,000 worth of meat and dairy products have been purchased in Canada alone in the last twelve months by Great Britain. It is a tremendous total, but we must not allow prosperity through such purchases to blind us to the reason why the British authorities are forced to buy. Do not overlook the fact that it is a war compulsion. We are in a privileged position to do a legitimate trade, but we should not be white people if we declined the little extra which may mean a pinch here and a tuck-in there, that we understand as a moral sharing of the food scarcity.

During the past year beef exports have increased 75,000,000 pounds, or over 6.795 per cent. over pre-war average. Pork products have increased 125,000,000 pounds, or 571 per cent. Butter increased over 11,000,000 pounds, and the saving by conservation of wheat has equalled 25 million dollars.

In order to make the situation clearer and more definite, grocers can only sell as substitutes to go with wheat flour the following four lines:—barley flour, rye flour, corn flour and oat flour, and the quantity must be equal to 20 per cent. by weight of the sale of flour made.

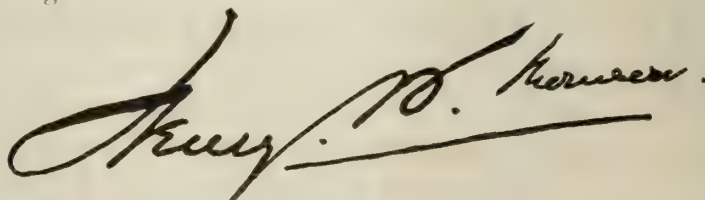
The Canada Food Board realize the great help and support the grocery trade of Canada has given them, and the vast majority of the men in this trade in Canada can, with pride, say that they have done their "bit" by supporting the Allies and the men at the front with the all important food supplies.

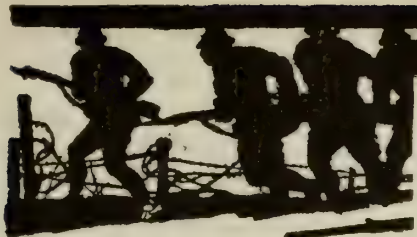
There is another important feature that should be considered by the trade, and that is the unanimous support and help to be given to the Victory Loan. The supplies shipped from Canada to-day have to be financed by Canadian money, and every dollar raised means a dollar's worth more food to go overseas.

The business community throughout the Dominion can support the Minister of Finance in his great effort, by using their circulars and stationery to contain "slogans" and other publicity matter, to bring before every individual in Canada the importance of lending every available dollar.

If Canada is a good enough country to live in it should be a good enough country to lend money to. The security is ample and there is no sacrifice on behalf of the people at home in supporting to the utmost of their ability everything that will tend to bring this terrible conflict to a conclusion, and Victory to our arms.

With the united support of the trades in Canada, there is little doubt of success, and it is only necessary to bring the matter before them, for them to follow the course they have always taken in the past, and that is "make good."



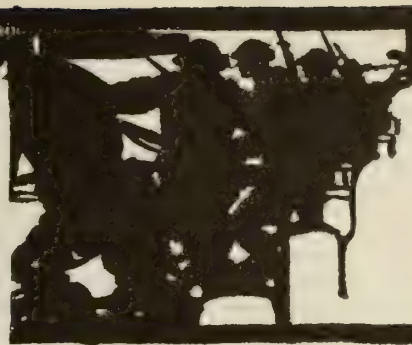


THE man who goes after anything with a will usually gets it. That obtains in business as well as everywhere else.

There are some merchants who have believed that selling boxes for the soldiers could be made good business. Under this belief they have made it so.

The idea of service has been the greatest single factor. They have made it easy for the customer by attending to details, and they have made it interesting by providing novelties.

This is the story of one firm who have made this business a feature, and who have found it more profitable than the regular Christmas week's trade.



Beating the Regular Christmas Trade

Trench Box Sales Make New Record

MOST merchants look upon the Christmas trade, the trade in the week just preceding Christmas as the banner week of the year, it usually is the time of extensive buying, and of the sort of buying that shows the merchant a cheering variety of profit. In the experience of Wyckoff and Gafeny, Dundas Street, London, Ont., however this week's business has to take second place. They have made a feature of the sale of boxes for soldiers overseas, have put a good deal of thought into building up this trade, and as a result they state that the week's business that preceded the date when parcels would have to be mailed to reach the trenches by Christmas day showed larger sales than their Christmas week's business.

J. L. Wyckoff in speaking of this trade was more than enthusiastic. It had proved for them, not only the best single week of their business experience, but had also proved to be one of the largest items in the whole year's trade, an unfailing and profitable addition to their regular business.

This firm has not fallen into this business. They have worked to get it, and have worked to keep it once it was obtained, and the results have fully justified the effort.

There have been a number of factors that have enabled them to build a large bulk of sales in this department. But probably first and foremost among these is advertising. They have let the people know that they are in this business,

and they have kept on letting them know, so that the name of the store has become more or less associated in the minds of many people with this activity. They have done this in a number of ways. First of all by newspaper advertising. Every now and then they devote their newspaper space to calling the attention of the public to this department, not only around Christmas time, but throughout the year, and they have found that in this way real results have been obtained. New customers have come to the store drawn by this newspaper appeal, and in many instances these customers, who possibly have never entered the store before have become steady customers of this department, and in a number of cases at least



This is the way in which Wyckoff & Gafeny, London, by means of a permanent display keep the soldiers' needs always before the customer.

Another way in which they have kept this department to the fore is by window decorations. Many merchants, even those who have found this trade profitable, have been satisfied to give it prominence only at the Christmas season. Wyckoff and Gafeny however, make it an all year around campaign. Never a month passes but they have at least one window display featuring these trench boxes, and the many varied lines that may be included in them. More than that they have a department in the store, displaying these goods, with attractive cards calling the attention of the customer to the many things that

One of the great factors in building this building this business they find has been the appeal of the ease with which these packages could be despatched. "We prepare the parcel for mailing they have found to be one of their strongest arguments, and in all advertising, and all card displays they lay emphasis on this fact. There are many people who will buy these parcels if it is not too difficult who might otherwise neglect to do so. That is one item, but it is not all. The average housewife is not very dextrous in wrapping up a parcel. Some of the parcels that have been the work of loving hands have yet been so ill tied that they could not possibly hope to travel safely across the road, much less across the sea. Moreover the average housewife is not provided with the necessary strong wrapping paper and heavy cord to make these parcels secure, so that when the suggestion comes to them that here is a store that will take all this trouble and

On the other hand however the firm takes every precaution to obviate any possibility of miscarriage and has done everything in their power to eliminate any trouble in the sending of parcels. The parcels as purchased by the customer are carefully wrapped and tied, and the address typewritten and pasted to the parcel. More than that they have obtained a supply of customs declarations from the customs office, and these are also attached to the parcel, made out as far as the store is able to make them out. This obviates the difficulty of the sender having to find the correct place to apply for these declarations, and especially at the Christmas season when post offices are crowded and when sending parcels entails possibly a long wait this little assistance is appreciated and has been one of the little items of service that has gone a long way toward helping the sale of these goods.

1 package biscuits.
3 packages gum.
3 packages mintees.
1 package dates.
1 can lobster.

The way in which Wyckoff & Gafeny stimulate the trench box business by advertising.

- 1 can sausage.
- 1 meat cubes, large.
- 2 bars chocolate.
- 1 cake of maple sugar.

This is of course only one of the many assortments that in the more expensive boxes cover a very large range of goods. There are many people who take very kindly to these packed boxes. They may give an order for several of them to be sent to several different addresses. There are other people who are eager to choose their own contents, and for them the "Overseas Counter" is a greatly appreciated assistance. There is one thing about these sales, they are made without any humming and hawing over the prices. They buy the thing because it seems to meet the requirements, and nothing is too good for them. Of course every effort is made to keep these goods as moderately priced as may be, but even with these moderate prices, the kind and quality of the goods sold assures a good profit.

Sugar For Overseas

As has been mentioned before the store is always on the lookout for some little novelty or something that will particularly appeal to the boys in the trenches. One of the things that is in greatest demand is sugar. This fact, and the fact that they had a moderate supply of loaf sugar suggested the idea

of sending little packages of loaf sugar in the parcel. Mr. Wyckoff has had special boxes made that when packed will contain just half a pound of loaf sugar. These boxes are made to fit into the larger box with the minimum demand on the limited space available, and Mr. Wyckoff believes, that the sugar which they have carefully saved for this purpose will be one of the most popular and most appreciated items.

Apples in Special Boxes

Another idea that was very favorably received in the past was a small box of fancy apples. The boxes for these apples were specially made for the store, having wooden ends and press board sides. The wooden ends gave them a solidity that was a thorough protection for the fruit. When packed these boxes contained just a dozen apples. During the last Christmas season 200 of these boxes were sold in addition to the regular trench box sales. The idea appealed to people, and many sent a box of apples in addition to their other parcel, and many letters of thanks have announced the safe arrival of this parcel, and have expressed the delight with which they were received. As a result the firm contemplates a still larger sale of these packages this Christmas.

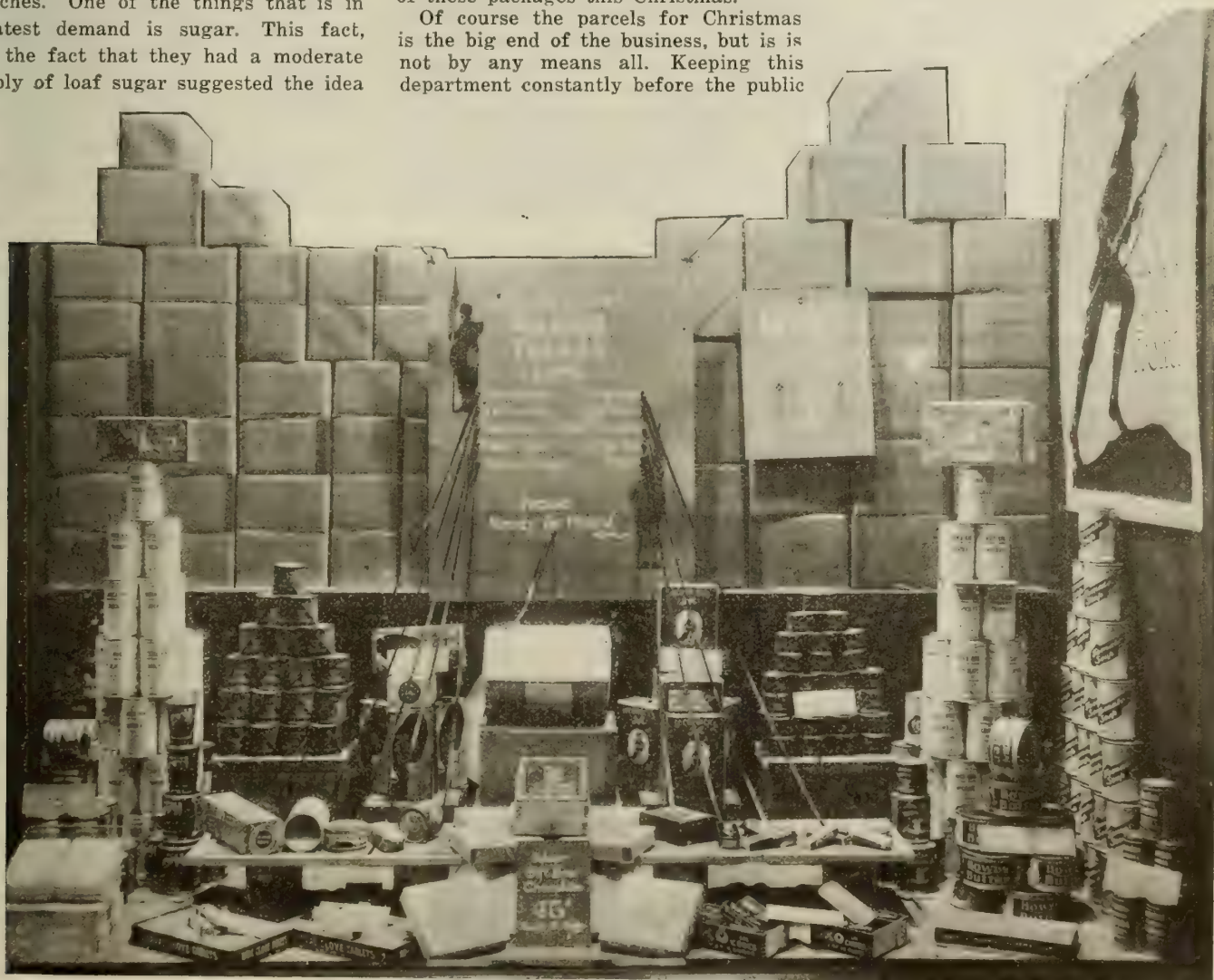
Of course the parcels for Christmas is the big end of the business, but is not by any means all. Keeping this department constantly before the public

has meant a year long trade that has doubled what could be expected from the Christmas trade alone.

Wyckoff and Gafeny have paid attention to this business for several years now, and it has been a business constantly growing, and with constant possibilities of further growth. Last year the sales doubled that of the previous year, and especially was this increase noted in the week to week sales. Hardly a day passes without at least one or two boxes being sent away, and that is the sort of business that counts for it means repeated sales. This season the firm is making still larger preparations and they are counting on a record that will set all past years well in the background.

CALIFORNIA BEAN CROP WORTH MILLIONS

The bean crop of southern California will bring \$40,000,000 this year, according to preliminary estimates received by the Los Angeles Chamber of Commerce. The production will amount to about 9,000,000 bushels according to these figures, which is equal to last year in quantity but will surpass it in value.



One of the window displays used by Wyckoff & Gafeny, Dundas Street, London, to feature boxes for the soldiers. Note the tickets calling attention to the articles that are connected to the articles themselves by ribbons

Getting Repeats on Trench Goods Business

Some Items of Service That Have Meant Repeat Business for the Store—The Value of Direct Suggestion

THE Wellwood Fruit Company, 400 Yonge street, Toronto, has found trench goods business sufficiently worth while to have made it a very important feature of its annual turnover. It has been able to get the "come back" into this trade so that more or less actual business is done every month of the year. And they are not lessening in any way the efforts that have brought success, but are rather laying the foundation for a greater turnover in this profitable new business.

Principle Feature—Display

Located in a busy part of Yonge Street where there is a good pedestrian traffic, Wellwood's have taken advantage of this to make their appeals on trench goods direct to the prospective customer. Well-dressed windows have a pulling power. The frequency of changing them is sometimes governed by the class of passersby. As a general thing, the oftener a window is freshened through rearrangement, the more attracted will the customer be whom it is desired to interest.

The window appearing herewith was run recently and conveys a good idea of its worth in pulling Overseas Box business. The general arrangement is effective and the class of goods shown largely suitable for sending overseas. The fruits in the background serve to make the display more attractive. In the foreground are the suitable dried fruits, nuts, canned fish, cocoa, chocolate, gum, and other lines that can safely be sent in a sealed package. Small cards indicate the desired message to an interested one looking within and in this way interest is enlisted at once.

Direct Suggestion Made

In bringing the service which the store affords more directly home to the public, and especially to those having friends overseas, suggestions are made on neatly printed cards. A box is filled with a certain assortment and the top of the box left open. The articles are placed in loosely and a ready inspection thus is afforded. Then a neat card with these, or similar words is used: "This assortment mailed to France, \$2.75; to England, \$3.25, postage paid. Boxes at other prices

inside." Another box contains ripe rosy apples and the appeal made reads: "Two dozen apples, carefully selected, wrapped and mailed to soldiers, charges prepaid; France, \$1.30; England, \$1.80."

The interested prospect, seeing a neatly arranged package at a named price will readily decide if the investment is not a good one. Very often the price is the least consideration, and hundreds of sales are made.

Things That Count

J. H. Brown, manager of this store, stated to CANADIAN GROCER that the cultivation of this business required care and consideration. There were many little things to be fully understood. To better illustrate this it was pointed out that many packages were so poorly tied that they became undone before leaving the local Post Office. The postmaster had recently pointed to an accumulation of packages that had come in and these were in such condition as to prevent their being forwarded. Therefore, a point for the dealer to make, and a good one, was that of the care taken in tying up a box to ensure delivery overseas. It is a big point indeed.

Then again, the one price for the contents of the box, including mailing cost, was a feature that ought to be played up. Boxes are obtainable with printed instructions on them, stating what the

weight may be for a given postage cost either to France or to England. The dealer, in a short time, will be in a position to know what assortments will weigh, and it is most important that the weight be exactly within the prescribed postal limits.

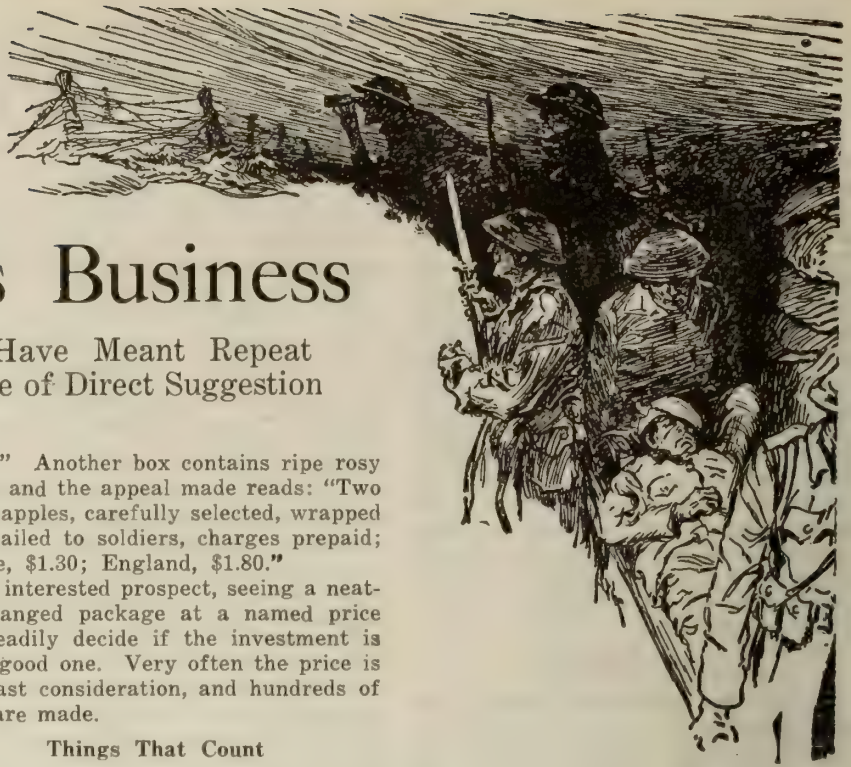
A Twelve-Month Line?

Wellwood's are making this line a feature of their business throughout the year. Some are sending packages regularly. Others may wish to send at odd times, even far removed from the holiday seasons.

To make this possible, a special service has had to be given. Every care in selecting the contents of a package was necessary. As a demonstration of how active this business was, even in the middle of September, CANADIAN GROCER was shown a pile of over 50 packages ready for mailing. This was the result of about a week's selling. Later, the number of boxes sold weekly would greatly increase.

Selection by Dealer

There is one thing to remember, and that is to select goods for this Overseas trade that will reach there in prime condition. Many have placed food in these packages that would not carry any distance without spoiling. And in this respect it was pointed out that the average customer left selection to the store. The salesman's knowledge of what would keep best and also what would be appreciated, was usually relied upon, and with a view to securing more business from the same customer again, at a future time, the wise storekeeper would take every care in choosing. There still was





Attractive window display calling attention to boxes for the soldiers. Note the featuring of special boxes of apples.

a good selection of chocolate, nuts, figs, pudding, sardines, canned milk, fish, maple sugar, and so on. There was really a big variety to select from.

Combine Display-Advertising

From time to time Wellwood's use a certain amount of newspaper space to advertise their line. It makes a direct appeal and when this is done the store window is arranged to strengthen the appeal made through the paper. The two means of publicity dovetailed nicely and direct results follow. There is business for the man who goes after it, and in this special line, in which profits are good, the policy of initiative will surely win.

ONE FIFTY DOLLAR VICTORY BOND WILL

Buy 1,400 rifle cartridges, or,
100 lbs. of high explosive, or,
50 pairs of soldiers' socks, or,
10 gas masks, or,
Knives, forks and spoons for a company, or,
Mess kits for a platoon, or,
Pay Canada's war bill for 4 1/3 seconds, or,
Pay a soldier for 40 days, or,
Feed a soldier for 3 1/2 months, or,
100 men for a day.

A Daily Sale of Trench Boxes

Never a Day Passes That Some of These Boxes Are Not Sent on Their Message of Cheer to the Front—The Bulk Business From Churches and Societies is a Growing and Profitable Side to the Factor

THE idea of so many merchants that the selling of goods for soldiers is a seasonal affair and that this trade is only to be had at the time when the store is already overloaded with work is amply disproven by the experience of F. Millman and Company, Woodstock, Ont.

In response to a question as to whether this war or was not the case Mr. Driver, the buyer for the store, stated that this trade was looked upon as just as much a regular part of the daily trade as any other department in the store. Not a day passes, Mr. Driver asserted, that we do not sell probably ten to a dozen boxes or the goods to fill them, at any rate it is safe to say that some sales are recorded practically every day of the year.

Churches and Societies, a Trade Worth Cultivating

There are customers who send these boxes at regular intervals, and given a sufficient number of these a steady business is assured. Then there are the people who send a box now and then,

just when the impulse seizes them. Then too there is an ever growing trade in the different societies and lodges and churches, who are making it a regular practice to see that their members who are serving at the front are kept in remembrance.

Still another source of business in this line is from the Red Cross. Mr. Driver referred to a recent order received from this source that had totalled \$400. The goods represented in this order were dates, chocolate, gum and shelled nuts and almonds. This will give some idea of the amount of business that may be derived from these sources alone. In every town and village, however small, there is sure to be some organization looking after the sending of food and comforts to the soldiers, and this is a business that is very well worth considering, and the merchant who does consider it and who pays some attention to it, is pretty sure to profit substantially.

Special Drives Renew Interest
The Millman store pays a good deal

of attention to this trade. At regular intervals a drive on this trade is instituted. Window displays are arranged featuring these goods, and interior displays back up the appeal of the windows. Not that the trade is ever neglected, but they have found that by making a special push once a month or so, that many people are reminded of this department, who might otherwise grow forgetful.

There is another phase of this business too, that the store has found of value to them, that is a jobbing trade in the empty boxes. Some of the smaller stores at outside points have made no effort to encourage this business, but the demand comes nevertheless, and they find themselves without the goods to meet it. It is natural for them to turn to



the store that they know has specialized in this business. Some of them rather than bother with this business have turned the business over to the Millman store. The profit in this small jobbing trade in boxes is not a large factor perhaps, but it is something, and something that entails little labor. Then there is the selling of boxes to the people who are sending socks and mufflers. That trade, too, is worth catering to, for there are very few such boxes that do not contain some at least of the goods sold in the grocery store.

Altogether the store has found that taking everything into consideration, this business and the items of trade that come as a direct result of this business form a total that makes a very appreciable item to add to the year's turnover of the store.

Selling From Lists Found Best Policy

T. A. Rowat and Co., London, Ont., Find That the Use of Lists in Selling Goods For Soldiers Overseas Has a Tendency to Increase the Number of Sales—People Like the Individuality That They Can Put Into Boxes of Their Own Choosing

ANOTHER merchant who has gone into the business of selling boxes for the soldiers is T. A. Rowat, of London, Ont. Mr. Rowat has adopted the policy of selling from lists. Of course where people want ready packed boxes he is ready to supply them, but he has found that one of the best ways of cultivating this trade is to let people choose for themselves.

With Mr. Rowat's trade, price is a secondary consideration, they are looking for the goods that please them and are ready to pay anything that is reasonable. As a result he has found that it was not the best policy to urge any particular box or selection of goods but to supply the customer with a list suggesting the possible goods for such boxes, and to let them be their own judge as to just what items of this list are likely to please the one to whom the parcel is addressed. Mr. Rowat believes that this system has a tendency to increase the interest in the sending of parcels which naturally results in the sending of a greater number, and it permits a continual variation of the contents.

List Constantly Changing

The lists used by the store are constantly changing, almost every day some new article is added to give the touch of novelty that is so much desired.

But the store does not depend on these lists to sell the goods. There is a special case right in the centre of the store devoted to the display of these goods, and this too is kept constantly changing, so that the customer will be constantly faced with a new appeal on entering the store. On the top of this case a large pile of boxes calls attention to the character of the display. While, of course, there is an increased volume of

business in this line at the Christmas season, it is a steady year round sale that can be counted upon to show a goodly profit at all times.

No regular estimate of the amount of

business done in this line has been kept by the store, but early last year some 2,000 boxes were laid in with the idea that these would look after the year's trade with a reasonable margin of safety. The margin of safety, however, had ceased to exist long before the end of the year, and another rush order for boxes had to be placed to look after the Christmas trade. It is a good business, Mr. Rowat thinks, that has the good feature of in no way affecting or curtailing the regular business of the store.

HUGE EXPORTS FROM THIS CONTINENT

For the year ending July 1st, 1919, the Allies look to the American continent for 17,550,000 tons of meats, fats, sugar, feed grain and bread stuffs. This means 5,730,000 tons more than was shipped in the year ending July 1st, 1918, and the surplus alone is 197,000 tons greater than the entire shipments based upon the average for the three years before the war. Conservation and production are absolutely essential in Canada.

COCOA CROP OUTLOOK FAVORABLE

Cocoa planters throughout Guadeloupe are united in the opinion that the principal cocoa harvest of the year, which begins in November, will probably be very good. The weather so far has been very favorable for the growth of the pods, and the trees have borne well, but as the danger from hurricane will not have passed before the last of October, no estimate regarding the amount of the coming crop can be made at present.

As a result of the war, laborers have been very scarce, and it is possible that a part of the crop will be lost because of lack of hands at harvest time. Cargo space for the shipment to France of the stocks now on hand is gradually being provided and there is every indication that few difficulties of this nature will be experienced in the future.

T. A. Rowat & Co.,
Grocers

250 Dundas Street,
London, Ont.

OVERSEAS ASSORTMENT

Biscuits in tins
Biscuits in packages
Gum (overseas packages)
Fruit cake in tins
Fruit cake in packages
Maple sugar
Prepared coffee
G. Washington coffee
Sliced pineapple
Powdered milk
Soup
Malted milk tablets
Preserved ginger
Brown bread in tins
Sugar, wrapped
Chocolatta
Chocolate
Canned tongue
Deviled tongue
Toffee
A. D. Mints
M. Mallows in tins
Sardines
Dates
Figs in glass
Figs in tins
Cream cheese
Canned chicken
Trench candles
Sausage in tins
Veal loaf in tins
Canadian boiled dinner
Corned beef hash
Beef steak and onions
Butter in tins
Plum pudding in tins

Three Thousand Boxes a Year

Putting Trench Box Sales on a Year-round Basis—The Use of Selling Lists an Effective Means of Building Trade—Backing These Lists With Continual Display Service to the Customer is Appreciated

AMONG the firms who have had an outstanding success of the trench box for the soldier idea might be mentioned the store of H. Malcolmson, Chatham, Ont. During the past year this firm disposed of upwards of three thousand boxes.

In figuring out the way in which this has been done, the outstanding fact seems to be this, that Mr. Malcolmson and his clerks have ceased to look upon this department as an interesting experiment, on which a little money might be made, and have come to think of it as one of the established departments of the store, not as a novelty idea to catch the Christmas trade, but as a year round business to be watched over and encouraged, to be stimulated when necessary with a little extra selling pains and to be kept constantly before the public attention.

When a certain department of the store begins to lag, the progressive merchant does not assume that for the time being at least this department is dead. Instead he figures out ways in which it can brought to the public attention, how these goods may be given an especial appeal. It has been the adoption of some such idea by this store that has made this trench goods department such an important branch of the trade.

Thinking of Department as a Year-Round Trade

Possibly Mr. Malcolmson has not definitely thought of it in this way. Indeed a conversation with him would seem to suggest that he had never thought of this department as anything else than a year round trade, and that this confidence, backed by good merchandising methods had made it what he believed it to be.

One of the most important of these methods is constant and attractive display. This department is given one corner of the store, and this corner is arranged in such a way as to call itself to the attention of any customer in the store. A long counter with a latticed canopy, an illustration of which appears herewith, is a sufficiently novel setting to assure the attention of the public. That department has become a recognized factor of the store. It is there six days a week and fifty-two weeks of the year, a constant suggestion to people with friends and loved ones overseas.

The merchant who makes a feature of this trade at Christmas, and then relegates it to the background, can hardly be surprised if his customers do the same. Any merchant knows that goods that are placed under the counter instead of on it are liable to be the property of the store far longer than they should be. The public needs the buying suggestion to make that public a purchaser.



The permanent display of trench goods that is an effective selling factor in the H. Malcolmson store, Chatham, Ont.

On this counter is displayed a very varied assortment of goods suitable for shipment overseas. The casual observer might be surprised at some of the items in the list, but the selection of most of these goods has been the result of experience. If some mother whose son is overseas finds that he delighted in something, it is more than probable that a

hundred other mothers' sons would be equally pleased with it.

Keeping Eye Open for New Suggestions

Mr. Malcolmson keeps an eye open for new suggestions of what things are in demand and he has them all in stock and all displayed on the counter. He is on the lookout for novel lines that he may suggest to his customers. There is a pleasure in that quite apart from the profit, and it may be mentioned in passing that the store aims to increase the sending of these parcels by making them as inexpensive as may be, by keeping the store's profits sufficient but no more than sufficient. In addition to the year round display Mr. Malcolmson advertises this department at regular intervals. The local papers reach many outside points, and many orders are received by mail from places outside the city itself.

There are boxes already packed at certain set prices. There are people who like to have the business of deciding as to the contents done for them. There is a far greater number, however, that prefer to choose for themselves, who have some idea of the preferences of the boy to whom the parcel is going, and who delight in selecting something that they know will meet with his unstinted approval.

Use of Lists a Great Selling Factor.

For the assistance of these people in addition to the display Mr. Malcolmson has typewritten lists enumerating the large variety of goods that may be found in the display. The

OUR Overseas Counter

has many good things that will suit the soldier boys "over there." The most perfect over sea box made, strong, light, and easily filled, two sizes, each the same price—10c each.

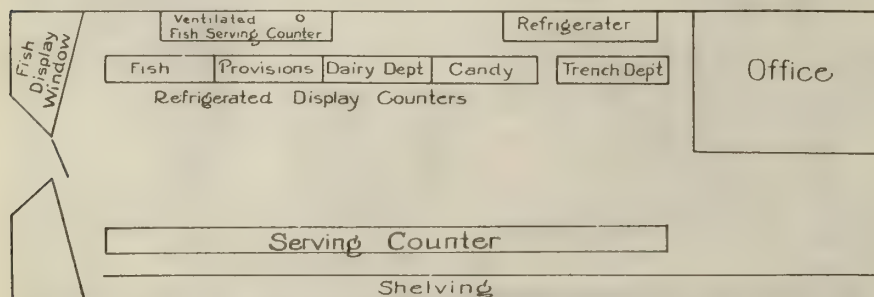
Things to put in are so numerous here that we would prefer to have you come in and look them over. We have them arranged so you look them over readily, and a price card is with them so you may see the cost.

Should you not have the time to pack your box, we will do it for you and do it well—there is no charge for this.

H. MALCOLMSON
Canada Food Board
License No. 8-1374

Specimen of the type of advertisement used by H. Malcolmson to stimulate the trench goods business

customer can go over this list and pick out the things desired. This method usually results in a good sized box being sent. There are so many things that the buyer knows will be appreciated that they have not the heart to skimp in the buying. So it is that Mr. Malcolmson has found the selling from lists backed by the display that visualizes to the customer the things that she is buying the most effective method of building sales in this department, both in number and volume.



Floor Plan of the H. Malcolmson Store, Chatham, Ont

Where the customer desires it the box once purchased will be handled entirely by the store. It will be packed and wrapped and mailed, without any further trouble to the customer, a service which Mr. Malcolmson has found is greatly appreciated. If there are dangers in this system, Mr. Malcolmson has been fortunate in escaping them. He has not had a complaint of a parcel that he has mailed from the store going astray.

There is no pretence that this department is a gold mine. Mr. Malcolmson does not want it to be so, but it shows a nice margin of profit on each transaction, and when this is multiplied by some three thousand transactions in the year it totals a very sizeable item. That is quite apart from the business that this department encourages among the folks at home. It helps to make new customers, and to interest old and tried ones. It is a business that Mr. Malcolmson says is eminently worthy of consideration.

A GROCER'S SON IN FRANCE

The following is a letter written by V. R. Dowson, of the 75th Battalion, son of Robert Dowson, 234 Queen st. west, Toronto. It deals with the Canadian advance and the taking of Le Quesnel, on August 8th last.

"This is my first day back in 'Blighty.' The Strand looks awfully good to me just now too. I arrived late last night and I will bet I looked like the last rose of summer just come down from the line, without a hat or even a chance to have a shave or wash.

The Canadian cars that are used to meet the trains were at Victoria Station, and before I could change the French money into English, a 3rd Batt. sergeant was after me, telling me that I was to be sure not to miss the car, as it would take me first to the Canadian Pay Office and then to the Maple

Leaf Club. Coming to London from France is different from coming here from Witley Camp. I am to report to R. A. F., London, in a few minutes' time.

I obtained one or two souvenirs, such as German bayonets, pipe, spectacles, looking-glass, pocket-comb and pom-pom shell. I nearly got an automatic, but 'Heinie' shot both steel plates off the heels of my boots and knocked the shoulder badge out of my shoulder while I was lying beside a 'Heinie' unbuckling

the revolver, so I decided to dangle and leave the 'gat.' I beat it on the double and the next fellow got the 'gat'—too bad.

By-the-way, I will send you a map of the last push, marking all points where I have been, also roughly, the route of our camouflaged march. We only moved after dark, and halted by daylight. In this way 'Heinie' did not know that we were massing troops, and it came as a big surprise, which he has not got over yet. On the map you will see Amiens, Albert, etc. Well, look for Roye, a road runs out of Amiens, called the Amiens-Roye road. On the left side of that road, a little further than Beaufort, you will see Le Quesnel. We captured that town, and believe me, he gave us a hot time just there. He sniped at us all the afternoon with whizz-bangs, knocking my tin hat off twice with the concussion. They have a forward burst, and it lit beside me just about six yards—some poke it gave me. If it had lit six yards further back and in front of me, I would have been 'napoo.' We dug in that night, and advanced next morning on Le Quesnel. We had to wait all night for the French to come up. They were always behind us. At 4 a.m. we went forward. We thought it was going to be a walk-through, but when we were about five hundred yards away from the wood which skirts the town, about six machine guns opened up on us. Believe me I never went down so fast in my life before. I was out with the scouts, leading. We pulled off the old Witley stuff, sectional rushes of about ten yards, and flop. Our platoon deployed around to the left flank. We had a space of about two hundred yards to travel between cover, and, believe me, with battle order plus two hundred rounds of machine gun ammunition I made all my records look sick, for I certainly stepped it out, and he ploughed

up the ground all around me, but I beat him to it.

When we had taken our part of the town we pushed on like all the Canadians did, and, as he was dropping heavies, 5.9s behind us, I thought it best to dangle on ahead, so we straggled through the wood into an orchard. Here we sighted blue uniforms on our right, and, as the French commenced the attack at the same time as we did, and as it was on their front, we supposed that it was the French, and began wandering around knocking apples down out of the trees with our rifles and bayonets. None of us could make out where the fire was coming from. No sooner would we get up and prod an apple or two down, than about two guns would open up and we would have to flop 'toute suite.' We got entrenched when the fact struck us that we were practically cut off and surrounded, and we figured that we would take a big toll from him with our Lewis guns before he got us, as we could see him in the act of making a counter-attack about two companies strong, and we were only one platoon. However, just as we opened up on him, and he located us, the French mixed with Canadians burst through the woods, and went at him. As soon as we saw them come through we opened up a hot fire and then jumped up and rushed across the open at him. I guess he thought a battalion was after him and he beat it on the double. Our platoon, having reached our objective, returned to picking little green apples. They saved my life, so to speak, for I gave my water to two cavalry men who were marooned in a shell-hole and held there by machine gun fire. I had quite a job getting out to them. They were pretty badly hurt, but we managed to get them in at night. They 'napoo'd' my water, so I was without for twenty-four hours, and those little sour apples were a God-send."

CURTAILMENT OF PROFITS KEEPS PACKING INTERESTS OUT

The contention of this paper is that the effect of any limitation of profits would be a serious blow to any possible growth of the packing industry in Canada. A large American packing concern whose head offices are believed to be in Detroit has for some time been considering the opening of a branch at Windsor. After due consideration of the conditions this company decided against the move owing to the recently announced governmental rule that the packing plants should not exceed a profit of 2 per cent. on gross sales. The limitation of expansion in this business that is illustrated in this incident is likely to have a very serious effect on Canadian trade. The demand for live stock is dependent upon competitive buying in the open market, and the fact that the buyers are being narrowed down in any way will eventually react against the producer.

Winners of Christmas Window Contest

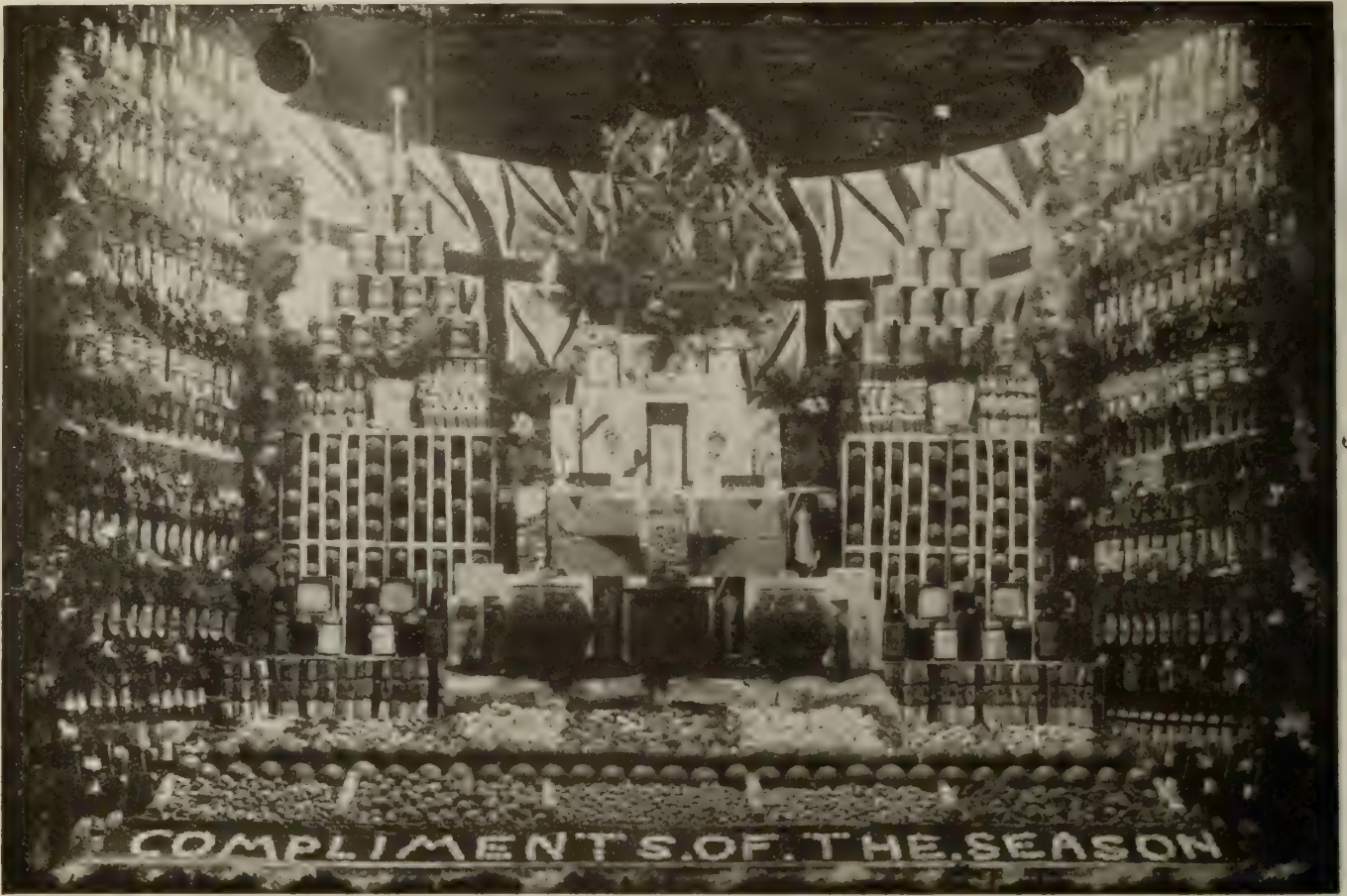


ISLAND & BAMFORD, *Dundas Street, Toronto*, were the winners of the first prize in Class A of CANADIAN GROCER'S Christmas Window Competition.

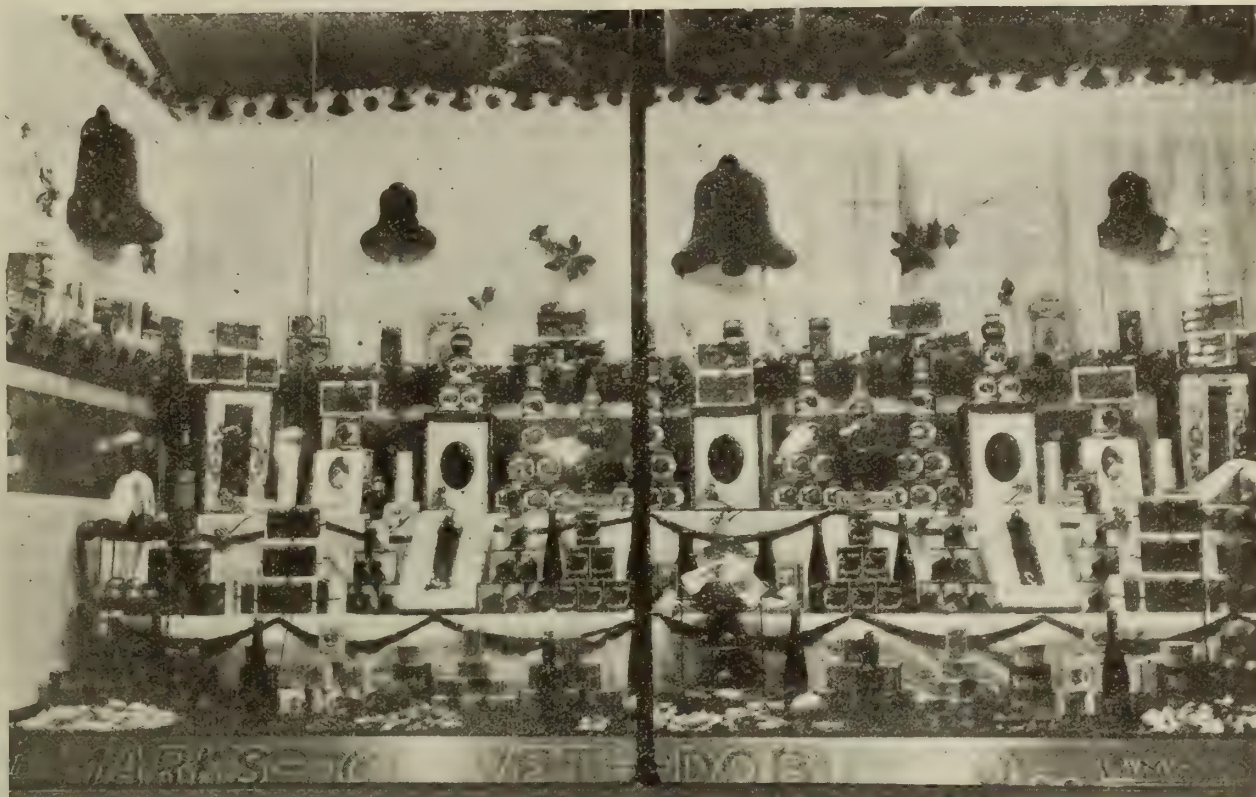
The centre of the window was in pyramid form with one angle of the pyramid jutting out almost to the glass. This pyramid arose in successive steps, on which were displayed large bottles of olives, olive oil and soft drinks.

The base that slanted up to the pyramid from the floor of the window displayed a conventional pattern worked out in colored candies, nuts, fruit and similar lines. At the side of the window were rows of Christmas stockings, while the whole was framed with an arch of colored tissue paper; the lights striking this display from an angle set it out in sharp relief, and made it a most effective selling argument.

Winners of the Christmas Contest



THE window of J. F. Fumerton & Co., Kelowna, B.C., winners of first prize in Class B, was dressed by Ernest Lawley. It was trimmed with bunting with three bells hanging from top. First, a row of package dates, then a row of currants with compliments of season printed in with peppermints, then a row of bulk figs, a row of nuts of all kinds in the shell separated with Xmas crackers and a row of oranges at the back. Next, a row of assorted candies separated with a spray of holly and a row of Xmas stockings. At the back a pyramid was built of empty boxes for the centre of the background and trimmed with two glass jars of shelled nuts and a jar of cranberries in the centre. The rest of pyramid was of fancy boxes of chocolates of assorted sizes. At the top was a small decorated Xmas tree. The sides of pyramid were Xmas crackers, jars and comb honey and bottles of maple syrup and two cases of oranges, and on top were Xmas crackers and a fern in the centre, and at the back a pyramid of canned fruits. A big flag formed a background for the whole display.



TWO MORE CHRISTMAS WINDOWS

THE exhibit at the top of the page was the winner of second prize in Class A. It was entered by Marks Clavet and Dobie Co., Port Arthur, Ont. It was awarded a prize because it was felt that the arrangement, though following the conventional lines, had a very strong selling appeal.

The lower display, winner of the third prize in Class A, was entered by Harold Crone, of the McLean Grocery, Moose Jaw, Sask. It shows a unique arrangement of two windows in which cards are effectively used to call attention to the many articles displayed.



CANADIAN GROCER

MEMBER OF THE ASSOCIATED BUSINESS PAPERS
ESTABLISHED 1886

The Only Weekly Grocer Paper Published in Canada

JOHN BAYNE MACLEAN - - - - President
H. T. HUNTER - - - - Vice-president
H. V. TYRRELL - - - - General Manager

THE MACLEAN PUBLISHING COMPANY, Limited

Publishers of Canadian Grocer, Hardware and Metal, The Financial Post, MacLean's Magazine, Farmers' Magazine, Dry Goods Review, Men's Wear Review, Printer and Publisher, Bookseller and Stationer, Canadian Machinery and Manufacturing News, The Power House, The Sanitary Engineer, Canadian Foundryman, Marine Engineering of Canada.

OFFICES

CANADA—Montreal, Southam Bldg., 128 Bleury Street; Telephone Main 1004. Toronto—143-153 University Ave.; Telephone Main 7324. Winnipeg—1207 Union Trust Bldg.; Telephone 3449.

UNITED STATES—New York—R. R. Huestis, Room 620, 111 Broadway, New York; Telephone 8971 Rector. Chicago—A. H. Byrne, Room 900, Lytton Bldg., 14 E. Jackson St., Telephone Harrison 1147. Boston—C. L. Morton, Room 733, Old South Bldg.; Telephone Main 1024.

GREAT BRITAIN—London—The MacLean Company of Great Britain, Limited, 83 Fleet Street, E.C. E. J. Dodd, Director, Telephone Central 12960. Cable Address, Atabek, London, England.

SUBSCRIPTION—Canada, \$3.00 a year; Great Britain, South Africa and West Indies, 12s. 6d. a year; United States, \$3.50 a year; other countries, \$4.00 a year. Single copies, 10c., invariably in advance.

PUBLISHED EVERY FRIDAY

Circulation of Canadian Grocer has been audited by the Audit Bureau of Circulations. Copy of report will be sent to anyone interested.

Vol. XXXII. TORONTO, OCTOBER 25, 1918 No. 43

THE CHRISTMAS WINDOW CONTEST

IN this issue are reproduced the winners in CANADIAN GROCER'S Christmas Window Contest. This has been one of the most popular movements that the paper has ever inaugurated. There are many merchants who are regular contestants and who find that quite apart from any matter of winning prizes the effort has thoroughly repaid them in better window displays, and in the better sales that these have engendered.

This year as usual a contest of this nature will be conducted. Merchants and clerks who have not participated in the past will do well to consider the displays here presented. It may be that someone will think that they could improve upon these. Well and good. It is not impossible, and the chance is open to all.

We repeat this offer from year to year because the Christmas season is a season when every merchant pays more attention than usual to his windows. If in the pleasant rivalry engendered by such a contest, the general average of quality in window displays is improved, the purpose aimed at by CANADIAN GROCER will have been fully achieved.

THE SMALL THINGS THAT AFFECT SALES

VERY small things frequently have an important bearing on sales, and the customer more often than most people realize takes her cue from the man who sells the goods. The salesman who throws things on the counter or handles them carelessly, by

so doing discredits the goods he sells. Unconsciously the careless handling is reflected on the customer's mind as an indication of their little value. A good salesman always handles his goods with care, as though he appreciated their worth, and was anxious to impress this fact on the customer. It is a small thing, but it is small things that differentiate the real salesman from the man who merely hands goods across a counter.

A TEXT FROM ELBERT HUBBARD.

THE late Elbert Hubbard in one of his interesting little monographs epitomized much of the theory of successful business in the terse phrase, "We make money out of our friends. Our enemies will not trade with us." One might use a volume of words and add nothing to the completeness of this dictum. We are dependent on our friends for our business, therefore, it behooves us to make friends and to keep them. The merchant who thinks otherwise is the merchant who is financing on his jobbers' credit, and because he has few friends, and because his enemies either active or passive are many, he has few customers. No store can afford to lose a friend, yet they are doing it every day by careless systems, and half-hearted service, and sometimes cavalier treatment. Some merchants think that this does not matter, that force of habit will still keep a customer wedded to the store. Sometimes it does for a time, but sooner or later our enemy will cease to trade with us. No store is strong enough to make enemies, and no store is so strong that it will not be benefited by making friends. The great aim and object of every store should be to make friends. Sometimes it may appear that the consideration for the customers' wishes is so much waste effort, but nothing that cements a friendship can be a waste. Friends are the largest asset any store can own.

FIX YOUR POLICIES YOURSELF.

WE have spoken of the necessity of making friends. This is a far different thing from making masters. There cannot be two masters of the same concern, and the merchant who lets the individual or the community in which he lives be that master is bartering his chance of success. E. U. Berdahl, secretary of the Retail Merchants' Association of South Dakota in a recent address put this thought very pertinently and very forcefully: "First of all the elements that seem to prevail against a lot of small town retailers is that lowly element of fear—fear of local competition, fear of distant competition and fear of the customers themselves. The minute you let some one else dictate your business methods, be they your competitor or your customer,

you had better unload. I don't mean by this that the customer or the business associates should be disregarded. The old policy of "the public be damned" is found only in the records of the past. You must, of course, know and consider local conditions, local demands, etc., and fix your policy accordingly—but FIX it yourself."

LET THE CLERK DO HIS SHARE.

THERE are many merchants who seem to think that the business would fall into ruin if they took their hands off the wheel even for a moment. Ask them why they do not hand over certain work to their clerks, and they will look horrified and reply "Oh, I have to look after it myself to see that is well done." That is of course following out that good old misguided maxim: "If you want a thing done well do it yourself." That maxim sounds wiser than it really is. The business that is limited by one man capacity for doing things must of necessity be small. Business grows by the syndication of responsibility. Marshal Foch may know best how to carry out his own commands, but he couldn't win the war alone. He may retain the direction, but he must depute the work to others.

Moreover, the merchant who adopts the policy of doing all the important things himself must be contented with the half-hearted service on the part of his clerks that this policy engenders. Responsibility is the best tonic that a clerk can have. There are few men who will not grow with enlarging opportunities. If the clerk cannot be trusted to shoulder some responsibility, he is hardly worth keeping, and the logical conclusion of this policy is the one man store.

ADVERTISING POWDER IN WAR-TIME.

ONLY a few months after the United States had entered the war, while American munitions factories were buried under war orders that seemed sufficient to last forever, the Winchester Repeating Arms Company began an advertising campaign to induce people to buy rifles for hunting and trap shooting. The output of this factory was oversold for years to come. It took courage to adopt this policy, and there were people who knowing the conditions, laughed at their folly. But the company was right, it was looking ahead, years ahead, maybe to the time when they would be able to deliver the goods, and when the people their demands fostered by this campaign would be ready to buy. They were building a market for the future.

There are some merchants even yet who question the value of advertising, they question its ability to get results. If you are tempted to adopt this viewpoint, think of this company who advertised for business years away.

There are times when advertisers will feel definite results from their advertising, cases they can point to where this or that one bought because of the advertising appeal. This is a happy situation. But the value of advertising does not stop there. It stops nowhere, and the indirect influence is by far the largest element in the success of advertising. There is always an enormous dormant market that can be stirred to life by the direct appeal. It is too good a chance for the merchant to miss.

HELP TO SPEED THE CARS THAT FEED THE NATION.

S. W. Somerville, head of the Bristol, Somerville and Co., Hamilton, calls our attention to a very important matter in present day business, the necessity of accepting goods promptly. Failure to do so entails a slowing up in the systems of transportation a serious factor in these days when the needs of nations demands that every single unit of rolling stock should give its maximum of service. It is a serious factor too, in the added needless charges that must be borne by someone. Mr. Somerville makes a strong case, but none too strong. It is one way in which the merchant can help his country.

"The 'Win the War' movement requires everybody should handle goods quickly from the railway station. Where there are slight damages it is up to the consignee every time to take the goods in, being careful to sign for them as damaged, so that the railway company must honor a claim. Demurrage these days is being charged very promptly and at a high rate, and refusal of a shipment generally on account of some small damage incurs big demurrage charges. The consignee *if only to protect the shipper* should not delay and incur charges by refusing a shipment.

"Another point to be considered, that every consignee before signing for goods in good order, or, having a town carter sign for them, should see that the goods are actually in good order and also that they are all there. If there are any shorts, see that he does not sign for the short articles. If there is any breakage or damage, sign for them 'so and so broken or damaged.' Then the railway company will have to settle excepting in the case of glassware.

"The pilfering going on in certain sections of the railways to-day is very serious. Cases are being opened and nailed up carefully, leaving no apparent signs of pilfering, and everybody getting goods from the railway companies should take precautions."

Gift Baskets—Xmas and Other Seasons



HERE is a suggestion for these decorative gift baskets. What could be better than some such display for the centre of the Christmas table. It is one suggestion, but the variations from this scheme are legion, and any one of them would find a ready sale, and would be an attractive feature of the store's display until the sale was made.

TO get something a little out of the ordinary, something that every other merchant has not got, is one of the most effective ways of focusing the attention of the buying public. It is a way to make that public think of the store in the same moment that they think of the article sold, and that kind of thought relationship is always a business builder. For this reason French & Co., Dundas street, London, have made a feature of gift baskets, and this one little novelty line has resulted not only in a special trade in this novelty, but has introduced them to hundreds of people who, without this might never have visited the store.

Specializing in Fruits

This firm has made a specialty of the sale of fruit. Long tables stretch from end to end of the store; on these are arranged every imaginable variety of fruit. This department is probably the principal item of their business, and for that reason they give to it an attention that many merchants will not feel it justifies. It is this attention, however, that makes this profitable business more than ever profitable.

The great argument against the sale of fruits is their perishable character, and the high percentage of waste that attends their sale. If this item of waste can be eliminated they will be found to be the more than ever profitable. The constant care devoted to this line, and the energy put into the sales have meant an unusually rapid turnover, which of course is the secret of successful handling, and has placed this line in the position of predominance which it occupies in the store's trade.

Catering to a Special Trade

This store in fact has not catered par-

ticularly to the regular family trade. The heavy staple lines are not handled at all, and the whole attention of the store staff is devoted to the sale of fruit, of fancy glass and canned goods, olives in all varieties, maraschino cherries, fancy preserves and confections, tinned fruits and meats, dried and candied fruits, meat sauces and pickles, in fact the long line of goods that in the general grocery store, owing to the heavy burden of staple lines, are given rather a secondary place. In this store the emphasis is placed on these goods, on goods that some grocers are inclined to look upon as luxury lines, and to imagine that with their increased cost and the increased cost of all food products that they are hardly saleable. French and Company however have definitely proved the opposite. They have devoted their attention to all these lines and have not only been able to sell them but have been able to watch a heartening increase in sales from week to week.

The Gift Basket a Feature

The most unusual item of their business however is in the gift baskets, that has enabled them to draw to their store the kind of trade they must depend on for the sale of these goods.

Are these gift baskets a real business proposition? many merchants will ask. And the answer, based on the experience of the store is, that they most unquestionably are. And they are made so because they are kept before the public. They are used for instance very largely in window and counter display, and there is no other way in the decorative qualities of fruit can be so forcibly brought to the public attention as by these unit basket displays. The conventional piles of oranges and grapefruit and similar

goods that are the delight of the Italian fruit merchant have their appeal unquestionably, but it is an appeal to another class. With the basket display the appeal is more to the particular people, not necessarily the wealthy, but to people who are attracted by care in handling, attention, and service. It is the same sort of an appeal as is made by modern sanitary equipment. It is the idea of care in salesmanship.

It is not meant to suggest, however, that the decorative element is the important matter. The important matter in all merchandizing must of course be a matter of sales, and these gift baskets meet that test. They are sold by the hundreds. At the Christmas season the demand is of course increased, but it is nevertheless a business that is of value all the year.

Displaying the Baskets

At one side of the store to the rear reaching from the top of the counter to the roof and about 20 feet in width there is a glass-faced display case in which there is arranged an interesting display of baskets of all shapes and sizes, baskets to contain any variety of fruit or novelty. They are attractive baskets in themselves, stained a deep brown, yet they are not costly. They would vary in price probably from about 15 to 50 cents. The sales are usually made from samples of filled baskets, but should the customer have any particular wish in the matter they can be filled to suit the individual taste.

Many Purposes Served

They are sold for a multitude of purposes. During the year there are always social gatherings. There are weddings, for instance to be catered for, and

these daintily-arranged baskets can be used as a centre piece, or they may be, and often are, made a grateful gift to a sick friend. They may be a parting gift to a traveller, or they may replace the somewhat hackneyed gift of a box of candies that the young man gives to the lady of his heart. There are many social gatherings, there are hundreds of sick folk, and a multitude of travellers and young ladies, and every one is a potential factor in this trade. At the Christmas season they are particularly in demand. They are used often as an acknowledgement of a courtesy. They are given often where a more formal gift would be inappropriate. They are often added to other gifts at Christmas time as a little added reminder. There are indeed a myriad of ways in which they can be used and in which they are used.

Appeal Not to the Wealthy

Moreover, the objection that some may raise that they appeal only to the very

wealthy is not borne out by the experience of this store. Mr. French states that probably the bulk of the sales are made out to young men and young women earning good salaries, but not by any means to be classed as wealthy. The baskets are sold at a variety of prices ranging from fifty cents to six and seven dollars. The average sale would of course come somewhere between those figures. These baskets, filling as they do a want for so many different occasions are a year round business, but at the Christmas season the demand is a very substantial thing indeed. They are filled with care sometimes with fruit alone, sometimes with a more variegated assortment of goods. It takes some care to fill these baskets attractively, Mr. French states, but it is work that in itself affords a good deal of pleasure. Last Christmas season they worked well into Christmas morning before the orders on hand were finally filled.

A Drawing End for the Store

The novelty of the idea has a great appeal, and there is an ever-enlarging number of people who are taking advantage of this form of gift to overcome the difficulty experienced in choosing something that will at once be appreciated, and will at the same time obviate many of the difficulties in selecting a suitable gift, for they can never be out of place. Some of the customers of the store may only purchase one basket in the year; there are others who become fairly regular patrons of this department, but all are brought under the influence of the stock displayed in the store, and the results are far reaching. It is a scheme that many merchants might use to their advantage. Even if only for the Christmas trade it would add an attractiveness to the store, and a tidy little item to add to the Christmas profits, neither of which items are to be despised.

Tons of Syrup as Sugar Substitute

A business that can actually be reckoned in tons. Merchants who have seen the opportunity for syrup sales, in the sugar scarcity, have by their own selling arguments made it a real item. Arguments and methods that have been used with success.

ONE of the greatest causes of trouble to the merchant to-day is his inability to get sufficient supplies of sugar to meet the needs of his trade. This is not a local condition but one that represents the conditions over the whole country. Merchants are having to refuse sugar to customers and are having to see these customers cutting down their regular purchases, because preserving and cooking generally requires sweetening and sugar is about the only sweetener that the average customer knows about.

Many merchants have seen in these conditions only an annoying factor, that entailed constant refusals, a lessened business, and in many instances a wholly unwarranted ill feeling on the part of the customer toward the store. There are some merchants, however, who having faced the difficult conditions brought about by the sugar shortage, have looked about for a remedy, and have been able to discover in the general shortage of sugar an opportunity for drawing other goods to the attention of the public in a way that under ordinary conditions would not be possible.

Featuring Corn Syrup as a Sugar Substitute

A. McCormick and Son, London, Ont., have been among those who have seen the possibilities of other business that have been induced by the inability to get sugar. They have featured Corn and cane syrups and have sold not pounds but tons. Few merchants would

think of considering syrup sales in terms of tons, but the word is used advisedly. Tons of syrup has actually been sold by this firm during the past year.

They have no particular method in the sale of these goods to account for the great volume, no expensive machinery of sale that the average merchant could not hope to duplicate. Their success is simply due to the fact that they have kept the matter of syrup sales constantly to the fore and have lost no opportunity of suggesting it to the customer as a substitute for sugar.

Under present conditions there are almost limitless opportunities for introducing this product. In very few places have supplies of sugar been sufficient to meet the demands of the stores' regular customers. A bag of white and a bag of brown sugar is in many instances all that even the large stores may hope to obtain in a week. This quantity is almost a negligible factor, so customers are being definitely rationed whether they wish it or no, by the sheer inability to get supplies.

Recommending the Use of Corn Syrup

Every customer who is without sugar or receives less than her normal requirements is open to almost any suggestion as to how to overcome this difficulty. Mr. McCormick has stepped into the breach by suggesting the use of corn syrup. He has done more than that however, he has explained to the customer, that in the United States, corn

syrup has become a recognised factor in meeting many of the requirements of the household. He has explained to them how it may be used for canning, how it may be used for cooking of cakes and confections, how large institutions are even using it as a sweetener for tea and coffee and are finding it eminently satisfactory. He backs up his argument with a display of the syrup on the counter. He puts his own influence behind it and says, "We know that it is good because experience has taught us that it is so. We know it because our own customers have told us of their success in its use. And we know it more than all because those who have bought a can on our advice have in the great majority of cases become regular users." He sells both the light and dark syrups, recommending each for the particular purpose for which it is best fitted.

In the past corn syrup has been, as far as the housekeeper was concerned, used as a table syrup and that alone. It has not been more widely used because the housekeeper has not been instructed in the multitude of other uses to which it can be put. That is how the merchant can increase his sales, by suggesting these other uses. By calling to the purchasers' attention the fact that it is a great substitute for sugar, and that it would be a poor patriot who would complain at having to use so good a substitute.

Mr. McCormick states that the character of this trade has entirely changed

as far as their store is concerned. It used to be that the two pound tin was the top limit of sale. Now they find that the 10 pound pail is in by far the largest demand. They sell syrup in two and five pound pails as well, but the repeat orders, and there are practically always repeat orders, almost invariably call for a ten pound pail, a striking illustration in itself of the fact that the mere matter of introduction is half, and more than half, the battle in the sale of this commodity.

During the course of the Western Fair at London, there were demonstrations of the possibilities of corn and cane syrups held under the auspices of the Canada Food Board. In the weeks of the exhibition, when many people were for the first time having the possibilities of this product called to their attention, Mr. McCormick stated that their sales of syrup increased to four times their usual volume. That was due to advertising, the kind of advertising that every merchant can have without it costing a cent of actual money, the sort of advertising that is contained in the educative salesmanship of the clerk behind the counter.

Helping The Country And Helping The Store

Is it worth doing? It is worth doing for itself inasmuch as every pound of syrup sold makes that much less demand on the limited stocks of sugar that are so ur-

gently necessary. Call this little extra effort a patriotic contribution, and it is worth doing. But when to this fact is added the clear evidence of a successful business built out of practically nothing, it is worth while from a selfish standpoint alone. A trade in syrup that can be reckoned in tons is worth considering. It is something no progressive grocer could afford to neglect.

Walkerville, Ont., Store Finds Syrup a Large Factor

Lest it should appear that this success was an isolated instance, there might be cited the experience of Luxford Brothers, Walkerville, Ont. In informing their customers of the limited supplies of sugar they were able to provide they did not neglect to call attention to corn and cane syrup as a substitute for sugar, and to urge the customer to try if it would not meet many of the household needs as a sweetener. This campaign too proved an unqualified success. Take the fruit canning season for instance. Some merchants gave up in despair when they discovered that sugar was short and just let the canning season go by without an effort to take any advantage of it. Sugar wasn't to be had, that settled it as far as they were concerned. Others, like the two firms mentioned above, told the people that fruit could be canned with a syrup made of thinned corn syrup in-

stead of granulated sugar, that it had been done, and done successfully, and people who were anxious to do their canning snapped at the opportunity, and bought liberally.

Having discovered that these products were good for one thing they tried them for others, and thereby created a demand that simply had not existed before.

Novel Ideas in Displaying Syrup Stocks

Luxford Brothers buy the syrup in every way that they think will be saleable. They have developed a large business in 10 pound tins, as well as the smaller sizes, but they also buy it in bulk, and sell it just as the customer may demand. They have found that a display of the syrup put up in quart sealers was a very effective encourager of sales. This year they have devised another novel idea. They are putting the syrup up in the large bottles in which fruit syrups are delivered to drug stores and confectionery parlors. These stores are more than willing to dispose of these bottles which are usually a waste for 5 cents, so they form an inexpensive and attractive container for these syrups, and will be still another inducement to the purchaser.

To the merchant who has not seen this opportunity before the experience of these two stores should be sufficient to encourage him to give these plans a trial in his own store.

Cash and Delivery a Successful Venture

A Successful Method of Changing in a Day From Credit to Cash—How Delivery Has Helped to Hold Business—Maintaining an Interest in the Store by Novel Selling Methods

LEWIS and Sons, Woodstock, Ont., have varied the practice of the majority of merchants who have adopted the Cash and Carry principle of business, by adopting the one and retaining the delivery, and they find that this has been a very successful venture. They argue that the discontinuance of delivery is in many instances very awkward for the customer, that it is a service for which the customer in the most cases is very ready to pay, so that though they took the definite step of turning their business from credit to cash, they at the same time decided not to curtail their delivery service, but rather to improve upon it by the adoption of a motor delivery car. The objectionable features, the incessant running here and there and everywhere with small parcels they have avoided by the simple process of making it known that their delivery was for orders of a dollar or upwards.

Of course, they have met with some difficulties in putting this policy into operation, but gradually their customers have come to understand their viewpoint, and now it is very seldom that they have to lay any emphasis on this point.

Cash System Doubles Business

There are people who believe that the cash business necessarily means a smaller turnover. That, however, has not been the experience of this store. It is true that they did lose some customers though many of these are once again trading with them, but even admitting that they have lost some customers, and sometimes the credit of these very customers was as good as cash, they have yet under this new system doubled their business in little more than a year. When it was decided to adopt this policy they set a certain date, and advertised their intention extensively. Their advertisement asked that on the date set, customers owing accounts to the store would pay them in full, or make arrangement to liquidate them within a reasonable period.

In the great majority of cases these credit customers actually did come and pay their accounts in full, with apparently no feeling of animus against the store. There were some few, who came and paid their accounts, but stated that they were not in sympathy with the changed system and would therefore trade elsewhere.

Many of these same customers are

once again among the regular patrons of the store. In some instances where for one reason or another the customer found it impossible to pay in full, arrangements were made for small payments at regular intervals on the old account, while subsequent dealings were for cash. The fact that the store has played no favorites, that no argument, however plausible, could make them vary from this policy of "strictly cash," has been a great element in maintaining a friendly feeling toward the store.

System of Handling Telephone Business

The question of how it has affected telephone orders is an interesting one. All such orders are sent out C. O. D. and must be paid. At the foot of every advertisement published by the store appears these words, "Goods that are not paid for on delivery will be returned to the store." There is only one exception to this rule. If the customer ordering is not at home when the goods are delivered, they are left, but a call is made first thing in the morning for the money. In all other respects the rule is hard and fast. If the customer is at home, the goods must be paid for

(Continued on page 102)



A NOVEL THANKSGIVING DISPLAY

OWING to the high prices of turkeys and chickens, the William Davies Company, in their large store on Queen Street, decided to make no effort to sell these goods at the Thanksgiving season. Failing these delicacies that from time immemorial have been associated with this season, they decided to feature instead cooked and smoked meats, and see whether or no the public would respond to the suggestion. The success of this display proved this idea a very good one. As a definite instance of the selling power of this window the headcheese that is featured in the centre of the window from Thursday to Saturday sold 86 six-pound boxes, just double the amount usually sold in a similar time. There was a marked increase in the sales of roast ham, jellied ham, and other cooked meats, as well as bacon and sausages, and this despite the fact that it is not a season when these goods are usually selling at their best, at a time when half of the value of the window is lost because of the window lighting order, and at a season when, owing to the prevalence of the epidemic of influenza, comparatively few people are on the streets at any time. Consider these facts, and judge whether or no the window display is a trade-builder.





One side of the J. McCowie & Son store, Chatham, showing attractive display fixtures. Note also the effective use made of price cards.

Aiding Sales By Equipment

A Remodelled Store, With Its Attractive Equipment, Amply Demonstrates the Value of These Aids to Salesmanship—Making the Most of Modern Equipment an Art in Itself—Some Description of Store of John McCorvie & Son, Chatham, Ont.

TO small element in the sale of any line of goods is the factor of the way in which these goods are displayed. Dinginess in appearance is one of the surest sale killers known, while bright surroundings, neat equipment, and careful arrangement mean better business quite apart from any added effort on the part of the store staff.

The firm of John McCorvie & Son, Chatham, Ont., were fully convinced of the truth of this statement, so that when they decided to renovate their store they did not adopt any half measures, but made the transformation as complete as it was possible to make it.

Equipment Has Speeded Up Sales

The result has amply justified an initial expenditure by no means light in a noticeable improvement in business, in a better service incident to more pleasant surroundings, and in the growing confidence on the part of the customers of the store, who unquestionably like to

SOME ITEMS OF EQUIPMENT.

MODERN bin fixtures and counters throughout the store.

A novel biscuit case.

Four silent salesmen at front of store.

The most modern of scales, meat slicers and cheese cutters.

New store front with display windows with porcelain flooring.

Rest room for women.

see in the store that supplies so many needs of the home the same spotlessness and neatness that is found in that home.

First impressions, as some wise gentlemen has said, are always the most lasting, and a lasting impression of

orderliness, cleanliness and care is an asset not to be despised. Such surroundings disarm criticism, whereas dingy and untidy surroundings are considered as more or less a justification for all manners of complaint.

John McCorvie and Son, in planning the arrangement of the store, have done their best to see that it should leave the most favorable impression possible, not only on the regular customers of the store, but on the passerby.

Changing the Window Arrangement

The old store had the door at one side, with one large display window, a window that required much time to keep properly trimmed. The large display window did not lend itself to attractive display, goods were lost in it, and the labor required to keep it properly arranged was a serious factor. Moreover, the door at the side practically necessitated the time honored arrangement of one long counter down the side opposite



The other side of the remodeled store of John McCowie & Son, Chatham, Ont., showing the fine silent salesmen, biscuit display case, etc.

Some Interesting Items of Store Policy

System of Handling Deliveries and Cash Eliminates Many of the Difficulties That Are Prone to Rise in Store—Having a Definite, One-price Standard, and Making That Standard Known—Keeping Displays Constantly Changing

the door, and practically all else waste space. As a result, when it was decided to renovate the store a whole front was decided on also to make possible an improvement in the arrangement of the interior and to get better value out of the window space, while at the same time curtailing the trouble necessary to keep the windows always well arranged and always with a new appeal.

An Attractive Exterior

The new front has the door in the centre and set back from the level of the store front, giving a front and side view of the windows on each side. The walk in front and the doorway are tiled, with the name of the firm and the street number set in, while the front below the windows is white marble, and the fittings are of bronze and above wood in a grained oak finish.

The windows themselves are built up in two steps and floored with white tile that can be cleaned in a moment. This

SOME ITEMS OF STORE POLICY

ALL cash handled by one clerk.

All parcels leaving the store checked by one clerk.

Persistent use of price cards both in interior and window displays.

A systematic arrangement of store display. Bottle goods on one side and canned goods on the other.

A definite policy of changing the window display every morning and keeping it always fresh, and with a new appeal.

also makes it much more easy to display cooked meats, etc., lending, as it does, an impression of cleanliness that is essential for the successful sale of such goods.

On one side the window is built up by

a second step, under which is a shelf. This second step is removable, so that it is easy to get at the window, while the shelf underneath, when the window is dressed, forms a receptacle for further supplies of the goods shown in the window, so that a person entering the store and proving interested in the display can at once be served from this surplus supply.

Windows Must Be Changed Weekly to Retain Selling Power

It is an unvarying practice of the store to change these windows every week. It is felt that novelty is itself a great attraction, and no matter how good the window or how much care has been devoted to its arrangement, by the end of a week it has lost some of its pulling power and should be changed. So that every Saturday night the windows are cleared and Monday morning starts with the windows all freshly cleaned and trimmed anew for the week.

Modern Interior Equipment

Inside the store, in place of the old one counter arrangement, counters now run down both sides of the store, with modern bin fixture equipment behind them. On each side there are two silent salesmen entirely of glass save for a marble base; these are used for displaying candy, toilet soap, specialties and any new lines of goods that it is desired to feature. At the Christmas season all these cases are devoted to the display of candy, which at that time especially is quite an element of trade with the store.

Provision Department a Feature

Half way down the right hand side of the store is a department devoted to provisions and cooked meats generally. It has a refrigerator display counter, meat slicers, cheese cutters and scales, all conveniently arranged, while above is a sign calling attention to the department and enumerating the various cooked and cured meats and sundries that are for sale in this department.

Behind this department is a glass walled office for the use of the heads of the firm. On the other side of the store is a smaller office for the handling of cash sales.

Ample Storage Facilities

At the rear of the store is a large, well lighted storeroom, where surplus stocks are kept always within easy reach and yet always out of the way.

Conveniences For The Farm Trade

There is a clear passageway through this storeroom through which farmers and others may enter from the rear. This has proved to be a great convenience,

as there is a large square at the rear fitted with tie posts that has proved a great source of convenience to rural buyers coming to town. At the rear of the storeroom there is a ladies' rest room fitted with all modern conveniences for the dust-covered customer from the country district surrounding Chatham.

Running beneath the storeroom is a bright, clean and dry cellar, an excellent storage for goods not immediately needed.

Points of Interest in Store Management

There are a number of points of interest, too, in the management of the store. The cash office in the centre of the store has been mentioned. There is a neatly-fitted small office in charge of a young lady. All transactions involving cash are completed here. There is only one person handling money and making change, and consequently there is a lessened danger of mistakes; while if mistakes should occur they are far more easily traced and remedied than where there might be a mistake on the part of any one of half a dozen people.

One Clerk Responsible For Deliveries

A similar condition prevails in regard to delivery. There is a co-operative delivery in Chatham, which serves this store as well as most others in the city, and as is the case with all delivery systems there is a possibility of mistakes, that is, of course, made harder to trace by the fact that the man on the wagon may be delivering orders for a dozen or more stores. To meet this difficulty as far as possible one clerk is detailed to look after this department. This young lady (for a good half of the store staff

are young ladies), checks over every order before it is sent out. If then any hitch occurs there is no scurrying around to find the person who may have put up that order to see if the mistake may have been made in the store. There is one clerk who knows and who is responsible for checking every order sent out and who consequently is in a position to know where the difficulty has arisen. These are two items of policy that have proved of considerable value to the firm.

Systematic Arrangement of Display

The arrangement of the display of goods is another item of interest. One side of the store's display shelves are devoted entirely to canned goods, while on the opposite side the space is devoted to bottled goods. This gives an impression of orderliness that is lacking in many stores and that is a very great factor in preserving an attractive appearance. Goods of a rougher character occupy a less conspicuous space in the rear of the store. Above the regular display casing there has been built a series of three steps; these are solidly built of a width to take the average sized can. On these are arranged pyramids of canned goods. The arrangement is so solid that there is no danger of them becoming dislodged, and it is so possible to make a very pretentious display without unboxing an inordinate amount of goods.

Constant Care Required

Even with attractive modern display cases it is possible to convey a very poor impression unless considerable care is taken. These glass fronted dis-



The fine exterior of the John McCowie & Son store, Chatham, Ont. Note price cards on goods displayed in the window.

play bins and drawers are meant to display the goods, yet many grocers after going to the expense of installing these fixtures, limit their value by not making use of the display. Often we see a fine display case displaying nothing, a great waste of opportunity. It is a great point with this store to keep these fronts always filled. It is a policy, too, to keep this display constantly fresh, for they have discovered that even with the best of modern equipment, goods displayed, unless changed after a reasonable interval, tend to become dingy looking and to lose at least some of their appeal.

Biscuits Well Displayed

Toward the front of the store is an effective biscuit case, made to meet the particular requirements of the store.

This case, or rather cases, is arranged with a sloping glass top hinged so that it may be easily lifted. In each of these cases are displayed 8 tins of biscuits, and there are five of them all told. On the glass above each tin is a ticket giving the name of the biscuit and the price, so that the customer has no necessity of pointing out the variety wanted, but is able to call by its proper name and also to know without enquiry just what it costs.

A Lavish Use of Tickets

That suggests another feature of the store's method, the lavish use of price tickets. On the shelves everywhere are price cards, neatly lettered. This is quite a recent innovation, but it has proved itself a very wise one. People will often purchase goods when they

know the price, where in all probability they would never of their own volition think of asking it. Moreover, it is an assistance to the clerks. With the constantly changing prices even the most skilful clerk may be hard put to it to remember all the prices, but when it is only a matter of looking at a card in plain view, the difficulty is removed. When changes occur, why the card is immediately changed and the clerk knows it without any laborious instruction or any enquiry as to what the present price may be.

These are a few of the points that would impress the interested visitor to the newly remodeled store, where attractive surroundings are made a very powerful ally to a sound and thoughtful selling policy.



Selling Superior Fruit Holds Trade

Buying Direct from Market Ensures Getting Good Fruit—Yields Best Margin of Profit
—Losses Lighter—Printed List on Counter a
Producer of Business

W J. PARKS, who conducts a grocery and provision business at 473 Bloor Street, Toronto, has built up a fruit trade by providing customers with the best grades obtainable. That he may be sure of a uniformly good quality at all times, he personally visits the market and selects the fruit just as though he were buying it for a particular friend or for himself. His policy in so doing has evidently proven a success, since his trade for fruit has increased considerably.

Advantage of Selection

Mr. Parks told CANADIAN GROCER that he bought no inferior or "job lots" of fruit. To do so was to take a very uncertain chance and was not profitable. To cultivate one's trade for a high class of fruit and then take any chance on departing from this was altogether wrong. Just a few days ago, before leaving the market, Mr. Parks had permitted a dealer to sell him some baskets of peaches at the last minute. This deal was very unsatisfactory. Taking them to the store he had endeavored to sell them but was unable to do so—even at cost. None of his customers wanted it at any price.

Fewer Losses—More Profit

The better fruit is sure to keep longer when carefully selected. Personal buying of the store's supply by the owner has proven to be wise, the subsequent loss being greatly reduced and almost

entirely eliminated. This results in a larger margin of profit, and in the meantime the peace of mind enjoyed by the retail dealer is more complete.

W. J. PARKS' STORES

471-473 Bloor St. Phone Col. 5600

CHOICE FRUITS AND VEGETABLES

Choice Crawford Peaches, large baskets, \$2.25 to \$2.35.
Choice Peaches, small baskets, \$1 to \$1.25
Green Gage Plums, large baskets, \$1.75.
Blue Plums and Green, per box, 15c.
Cant-Melons, large basket, \$1.10.
Cant-Melons, each, 10c to 15c.
Tokay Grapes, red and black, per lb., 25c.
Blue Grapes, per basket, 65c.
Blue Grapes, per box, 15c.
Bartlett Pears, large basket, \$1.50.
Cooking apples, per peck, 60c.
Oranges, per dozen, 85c.
Tomatoes, per pound, 2 pounds 15c.
Green Tomatoes, per basket, 40c.
Boston Head Lettuce, per head, 10c.
Hamilton Head Lettuce, per head, 5c to 10c.
Celery, per head, 8c to 13c.
Cucumbers, each, 5c to 10c.
Vegetable Marrows, each, 8c to 13c.
Summer Squash, each, 15c to 25c.
Cauliflowers, each, 30c to 40c.
Carrots, bunch, 3 for 10c.
Green and Red Peppers, per doz., 25c.
Parsnips, S. M., 13c.
Beets, S. M., 13c.
Ever-green Corn, per dozen, 35c.
G. B. Corn, per dozen, 25c.
Parsley, per bunch, 4c.
Sweet Potatoes, 2 lbs., 25c.
Pickling Onions, per quart, 25c.
Pickling Cucumbers, per quart, 25c.
Pickling Cucumbers, small basket, \$1.50.
Cooking Onions, per pound, 5c.

FISH DEPARTMENT

Fresh Halibut, per pound, 33c.
Finnan Haddie, per pound, 20c.

Then again, as pointed out by Mr. Parks, there was no difficulty in securing a better price for the fruit when in the best shape and of the superior grade. His customers, located in a well-to-do section, were, as a matter of fact, now depending upon him to select for them a uniformly good quality of fruit such as they have been buying from him for some time past. They wanted good fruit from top to bottom of the basket. Frequent buying every day or so enabled him to maintain the high standard aimed at.

Counter Price List—Displays

The plan of placing small typewritten price lists on the counters has been adopted by this store. It has been an advantage. For instance, Mrs. Jones may come in and probably has to wait a minute or two before being served. If it is in the fruit season this list appeals to the eye and is usually read then and there. It has the full line neatly typed out and the price per basket, bushel, dozen, pound or each as the case may be. This serves two purposes. It intimates to a possible customer the prices prevailing, thus making many sales, and it also shows clearly that one price is quoted to all.

The fruit is brought in promptly from the market after being bought and is neatly displayed on raised boxes or tables at the front of the store. This method half sells the fruit, and the vegetables so shown and makes for convenient handling.

Grocery Department, Leading Factor

This Department of the H. J. Daly Co. Store, Ottawa, the Busiest Place of All—
Personal Knowledge of Customer is Found an Important Factor—No One
Allowed to Leave Store Dissatisfied

EVERY department in the H. J. Daly Co's store, Ottawa, throbs with life and energy, but if one of them can be singled out specially from the rest then surely the grocery department deserves the credit. Present day war conditions make the grocery line a strenuous one, and when a store can show a rapid growth of trade and an ever-increasing list of patrons, to use the expression of a well known International advertiser, "There's a reason." This reason was quickly discovered by our representative, who called in to have a few minutes chat with the manager, D. M. Whelan.

The store was just about to be opened to the public, but our representative, being a privileged visitor, was admitted with the staff and invited to join with them in singing, "God Save the King," the usual custom before beginning the day's work. The flags of the Allies were very much in evidence and the effect produced was excellent because special attention is now being given to directing people's attention to foods not so well known as others, and in introducing wheat substitutes, a patriotic duty cheerfully and energetically carried out from day to day.

Personal Knowledge of Customers

Personal knowledge of as many customers as possible is one of Mr. Whelan's endeavors. This enables him to get their viewpoint on the goods they buy, as well as giving him valuable tips to assist him in selling them goods that they had not used before.

While newspaper advertising draws a

great deal of trade, attention is always called to the fact that the advertisement only mentions a few lines.

The store is made as attractive as willing hands and skilled labor can make it. Tastefully laid out show cases are placed in different parts of the floor with special offerings at attractive prices. Every display contains a card calling attention to the goods.

Special Order Tables

Individual tables are provided for taking orders. Customers sit at ease with a salesman opposite them and give their order. This is the usual method in the large department stores of to-day. On all these tables are placed special lines to be pushed or introduced by the salesman or saleslady, and it is the exception for any order to be taken that does not include at least one or two of these lines.

Full advantage is taken of the windows. Displays are always neat, attractive, appetising and seasonable.

The Customer Must be Pleased

Complaints are dealt with promptly and without hesitation, "Customers must be pleased," is the order of the day. No matter how trivial the complaint may appear to the firm, it is recognized that to the customer it is serious, and no one must be allowed to go away with a grouch to advertise the store to its detriment. To quote one of the chief slogans of the store, "The customer is always right."

Delivery is always prompt, and great care exercised to see that goods are well packed and delivered in the best possible condition. To save labor, however, cus-

tomers are requested to carry as many small parcels as may be convenient.

Cards are conspicuous all over the department inviting the public to take advantage of goods in other departments, and if the invitation is accepted customers are quickly transported to the other departments by female elevator operators.

The staff is kept up to a high state of efficiency by the manager's constant supervision.

FLORIDA CITRUS CROP PROMISES LARGE INCREASE OVER LAST YEAR'S RECORD

Conditions on September 1 indicated a yield of slightly over 8,000,000 boxes of all citrus in Florida.

Of this total about 63 per cent., or in round numbers 5,050,000 boxes, will be oranges, and 36 per cent., or about 2,900,000 boxes, will be grapefruit. Limes and lemons, with kumquat, mandarins, etc., will be less than 1 per cent. of the total citrus, about 50,000 boxes.

As a preliminary estimate, these figures do not take into consideration the fruit which may result from late bloom. Last season's production of all citrus was approximately 5,760,000 boxes.

Reports from over the citrus belt indicate that the present crop will be of fine quality, and if the season continues favorable the fruit will reach unusual size with a resulting increase in number of boxes.

Trees are well filled with fruit, but owing to the pruning necessary after the last freeze, the capacity in boxes per tree is lower than usual.



A fine window display featured by the grocery department of the H. J. Daly Co., Ottawa.



A MARITIME STORE

The store of H. V. Raymond, Sackville, N. B., who has adopted the cash and carry system and has found it eminently satisfactory.

Cash and Carry in the Maritimes

A System That Has Been Proved Effective in the Store, and Has Been a Factor in Increasing Business—Use of Price Cards a Big Selling Argument

DOWN in the Maritime Provinces as elsewhere, the cash and carry idea is growing in prominence and is being adopted by a goodly number of merchants.

Among those merchants who have adopted this system is H. V. Raymond, Sydney, N.S. Mr. Raymond is an enthusiastic champion of this form of business and believes it to be a real step in advance, as far at least as his business is concerned.

When Mr. Raymond first decided to put his business on a cash basis his intention was to retain the delivery system. This was done for some time. Goods could be ordered by telephone and would be delivered C.O.D. Six months' experience however sufficed to convince him that this type of business was not satisfactory, that the delivery end was not fairly paying its way under the new system. As a result of this decision the delivery equipment was done away with and the store was launched definitely on a strictly cash and carry basis.

System Has More Friends Than Enemies

Under this new regime Mr. Raymond has noted a most encouraging increase in volume of sales, and many new faces are beginning to be noticed among the customers at the store. Mr. Raymond admits that owing to his adoption of this system he has lost some customers, but he believes that the great majority of people are in accord with the idea behind the system, and for every person who is lost because of their dislike for this method of business there are many others, in many instances entirely new customers who are attracted by the change. In this way the little that has been lost by the deflection of some old customers has been made up by the

growth of new friendships, and the balance has remained in the favor of the store.

Mr. Raymond is confident that this system is sound and that it works not only for the benefit of the store, but for the benefit of the customer as well.

A Strong Belief in Advertising

Mr. Raymond is a believer in advertising, in every possible form of advertising. He advertisers in the newspapers, making use of the local daily papers of the city, and has been able to assure himself that this advertising has been effective by noting cases where sales are made on no other basis than that of the newspaper appeal. Usually for the latter part of the week some leader is featured and has a large sale

This is sufficient to interest people and to bring them to the store, where it rests with the store staff to see that other goods are sold in sufficient quantity and variety to assure a reasonable profit. The store windows are another form of advertising that are conscientiously used to build business.

The counter fronts too are made an effective selling agency. To prevent any feeling of monotony these counter fronts are changed at regular periods so that every little while the customer is brought face to face with some new combination of goods that is sure to catch their attention.

Price Cards a Great Factor

One of the greatest factors in the encouraging of sales Mr. Raymond has



Another interior view of the H. V. Raymond store.

found, is in the profuse use of price cards, so that there can be no uncertainty. Mr. Raymond does this work himself, using ordinary blueing and water as a color. This makes an attractive sign when painted on white cards. This system of having everything marked is given credit for much of the improvement in business. It establishes confidence on the part of the customer that the price quoted is the lowest, and the fact that it is made public is an indication that the store does not fear any competition in this line.

Mr. Raymond is a believer in the selling value of store equipment and many of the modern selling and handling devices are represented Mr. Raymond too acknowledges a considerable debt to the trade press which has helped both his clerks and himself to better their selling ability.

CASH AND DELIVERY, A SUCCESSFUL VENTURE

(Continued from page 94)

or they are brought back to the store. No need for the delivery man to ring up and explain the reason why payment cannot be made. The rule is absolute and there is no deviation, and there is therefore no ill feeling. Mrs. Jones in the big house and Mrs. Smith in the little receive exactly the same treatment, and they know it, and are satisfied that the policy is just.

A cash business has this element of danger, that it does not tie a customer to the store. There must be a constant aggressive fight for business or the trade will wander here, there and everywhere.

The store has met this objection by a number of interesting methods. First of all by window display, changed every week, and there is this interesting point in regard to these windows, that everything there as in the store is plainly marked. The passer-by is permitted to judge for himself whether or no he is profiting by paying cash.

Using Leaders to Interest Public

Another method that the store has adopted is the featuring of leaders. In their store advertising which appears every Friday, they feature some particular line, at a very narrow margin. That interests the customer enough to make them visit the store. Once there, as Mr. Lewis says, "it is up to us to sell them enough to make a real profit." The main thing is to get people to the store. Then if you are a salesman, you can make that visit profitable. The well established fact that the dollar purchase will be delivered is a fact that is used to aid this salesmanship. Having bought one or two things, the customer herself is interested in thinking of other things that will ensure the delivery of the order. That is one of the great reasons why this firm has found the delivery system profitable.

Combination Sales For Introducing New Goods

Another simple practice that they have found of value is the combination sale—a cut price on a certain line of

Help Win By Saving Paper

Methods the Retailer May Adopt to Eliminate Considerable Paper Waste—Many Parcels Could Go Out Unwrapped

INSTRUCTIONS to retail merchants on how to conserve wrapping paper have been issued by the United States War Industries Board. These are interesting to Canadian firms in view of the steadily increasing shortage of paper and the possibility of the Canadian authorities taking similar action. Following is the notice issued to the American retailers:

Paper conservation is essential as a war measure. Every retail store is, therefore, directed to discontinue the unnecessary wrapping of merchandise and to reduce its consumption of wrapping paper, bags, paper boxes, office stationery, etc., to that which is absolutely necessary.

The co-operation of the public in complying with this ruling can be counted upon if they are properly informed that it is necessary as a war measure. To secure this co-operation—

1. Place placards in your store.
2. Use gummed labels on packages, etc.
3. Incorporate slogans in your newspaper advertising.

The War Industries Board has designed a placard which each store should use. The placard carries the text of the order and urges co-operation of the public. It is an 11 by 14 inch poster, printed on four-ply cardboard. The wording is as follows:

Paper Conservation a War Measure

The War Industries Board directs all stores to reduce the consumption of wrapping paper, bags, paper boxes, stationery, etc., to that which is absolutely necessary. We are complying with this request and ask your co-operation.

Don't Waste Paper

Every store should order gummed labels from a local printer to be placed on bundles, package goods, etc.

A Suggested Label

DON'T WASTE PAPER

In compliance with the Government's order, we have discontinued the unnecessary wrapping of merchandise. You are urged to co-operate.
(Dealer's imprint.)

Don't waste paper by using a larger label than necessary. Send several of your labels to this office.

Wrapping Paper

In addition to the discontinuance of unnecessary wrapping, your consumption of wrapping paper can be reduced by the following methods:

1. Do not use more paper than necessary to wrap merchandise.
2. Do not use heavier paper than necessary. Consult your paper dealer as to the most serviceable and economical grade.
3. Use the old paper taken from parcels delivered to you.
4. Use newspapers when possible.

Tissue Paper

You can reduce your consumption of tissue paper as follows:

1. Eliminate as far as possible the use of tissue paper for packing.

Paper Boxes

Your consumption of paper boxes can be reduced by the following methods:

1. Eliminate the holiday box for Christmas gifts.
2. Eliminate boxes for candy as far as possible.
3. Use lighter weight boxes.
4. Use old boxes for delivery and have your delivery man return them for further use.

Paper Bags

A considerable saving in paper bags can be made by the following methods:

1. Reduce the number of sizes of bags to as few as possible.
2. Don't use a larger size than necessary.
3. Don't use bags for vegetables and other articles if customers bring market baskets. Grocers should urge the use of the market basket.

Office Stationery

Your consumption of office stationery can be reduced by the following methods:

1. Use lighter weight paper and smaller size envelopes.
2. Write on both sides of the paper for long letters.
3. Use 1/2 and 3/4 sheets for correspondence paper for short letters.
4. Use the backs of letters for carbons.
5. Make use of spoiled sheets and backs of envelopes for scratch pads.

Keep the pulp and paper section of the War Industries Board advised regarding the steps you are taking, methods used, and any further sug-

goods in combination with one or two other lines. It is usually some new article that is used in this connection. In combination with some staple things that the customer is sure to want, this new article is offered at a special price. Unless it is a thoroughly reliable article it is not, of course, handled, because aside from all other reasons it is the repeat business in this line that the store looks forward to to show them their profit. This method has proved very effective indeed. New lines that might fail to interest the customer even under the best selling arguments are sold in this way, and their merits established to the customers' own satisfaction. In these ways the firm makes a strong bid for business, keeping always a certain novelty to their methods to whet the customers' curiosity. By this means they have been able to double their business, a business that is done for cash.

GROWING USE OF COCOANUT

Cottonseed oil manufacturers of the Southern states are becoming linked up with the islands of the South Seas in a most remarkable way. Several of them are using their plants for pressing oil from copra, which is the dried meat

of the coconut, and the new industry promises to expand rapidly.

The utilization of cottonseed oil mills for manufacturing coconut oil will, it is expected, result in the investment of much American money in coconut plantations and the establishment of close trade relations between the south and the islands of equatorial seas. The development of the new trade is due to the war, it is stated by cottonseed oil manufacturers. They point out that with the building up of the American merchant marine there is every reason to expect that the trade in copra will continue to increase during the years to come. Before the war began comparatively small quantities of copra were imported to the United States.

Almost unlimited opportunities are offered for the development of the coconut industry in the islands of the South Seas. In the Fiji, the Solomon, the New Hebrides and other groups only the outer fringes of the islands have been touched by the hands of civilization.

For many years the copra trade of the islands went chiefly to England and Germany, notwithstanding the fact that from a transportation standpoint the United States was the logical destination.



Date Growing, the Dawn of Agriculture

Seventy Per Cent. of the World's Supply of Dates Come From the Traditional Site of the Garden of Eden—Methods of Handling That Have Changed Little in a Thousand Years—The Interesting Story of the Great Commercial Enterprise of Mesopotamia.

By Capt. J. A. Dickson of the Mesopotamian Expeditionary Force.



OF all the fruits of the world, the date and the fig are perhaps the most ancient. Date culture dates back into the shadowy beginnings of history and the growing and trading in dates is probably about the earliest example of commerce in all history. Thousands of years before the dawn of the Christian era dates were being grown as an article of trade. They were grown then as they are grown now along the banks of the five great rivers, on the traditional site of the Garden of Eden.

Everyone is familiar with the date, but probably few people know of their ancient origin, and Mesopotamia, the country that produces 70 per cent. of the date crop of the world, a few years ago was but a name, and the vast resources of that country were entirely unknown. Now it is a familiar word, but even it is thought of only as a battle ground and the scene of heroic endeavor, and few people have stopped to think that the land must have been a land of promise to the people who from the dawn of history have lived and fought for it.

Yet the country lying between the Tigris and the Euphrates, the rivers that we read in Holy Writ, watered the first garden ever tended by man,

barren as it appears at present, needs but some modern system of irrigation to make it again one of the gardens of the world.

Four Thousand Years of Date Culture

For four thousand years the date palm, known botanically as *Phoenix Dactylifera* has been cultivated along the banks of the Tigris and Euphrates, but it is only in recent years that any irrigation scheme on a large scale has been attempted and the results are exceedingly promising. At present seventy-five per cent. of the date supply of the world comes from this portion of the globe.

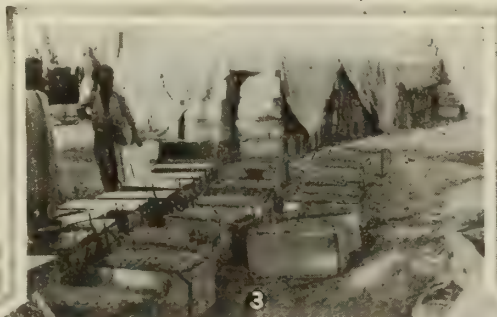
The popular idea is that the desert is one immense stretch of shining sands such as you see on a bathing beach. This is quite an erroneous idea, for the soil is a sandy loam with a small percentage of clay and richly charged with salts. This is the kind of soil most suitable for date production, but if there is the requisite heat and sufficient water

the soil seems a secondary consideration. The question of water is of great importance in the culture of dates as it is necessary that the roots of the date palm be in moist earth throughout the year. As here is only about six inches of rainfall yearly in Mesopotamia it can be readily understood why irrigation plays such an important role.

Moisture and Great Heat Needed

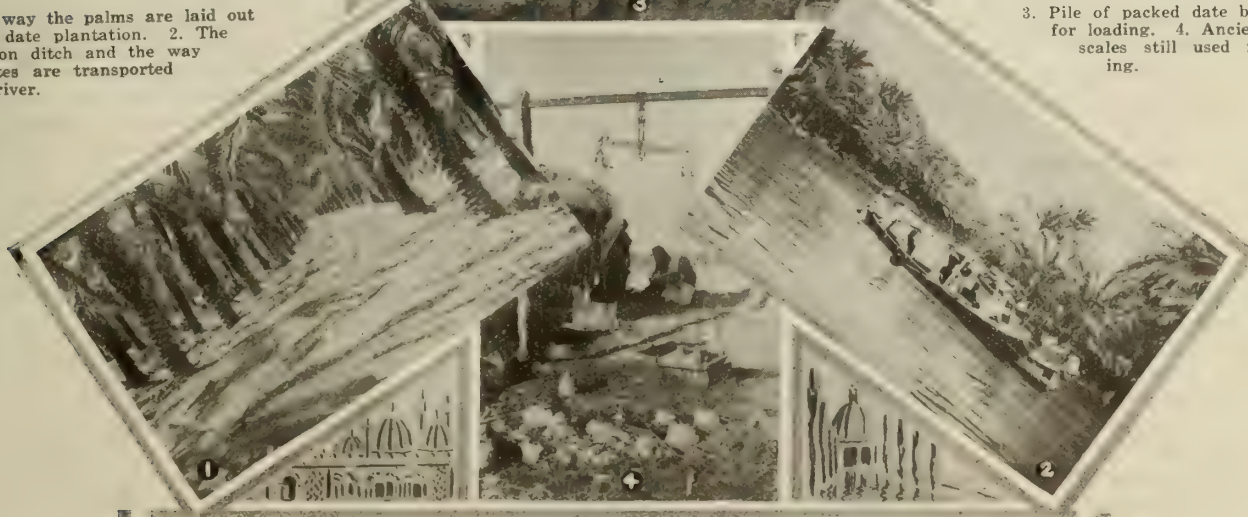
It is not only a question of maturing the tree or even of producing the fruit, but also of bringing the fruit to perfect ripeness. The intense dry heat of 100-130° F. necessary for this is found only in a desert environment. It is this matter of properly ripening the fruit that causes the chief difficulty with date production in the southern United States, but this has been greatly overcome by its artificial ripening.

Date production is the great and practically only commercial industry of Mesopotamia. Groves of date trees stretch back from the rivers for a mile or so inland as far as the present irrigation system extends. Beyond this green strip the level plains of the desert extend with its thousands and thousands of acres waiting for water that they too might be productive.



1. The way the palms are laid out in the date plantation. 2. The irrigation ditch and the way the dates are transported to the river.

3. Pile of packed date boxes ready for loading. 4. Ancient balance scales still used for weighing.



The date grove consists of avenues upon avenues of palms planted some 30 ft. apart. The palm itself reaches anywhere up to one hundred feet in height, with a straight shaggy trunk and a clump of 30-50 leaves at the top. Ten to fourteen leaves are produced yearly, the old ones dying away below while new ones are forming at the top.

The date palm is dioecious, that is, male and female flowers are on separate trees. While it is possible to produce dates by depending on wind pollination, the process is much too uncertain for commercial culture. So in April when the trees are in flower it is very interesting to watch the Arabs prac-

5. This is the way the dates appear when growing. The clusters grow upward as represented.



SPAIN'S FIG CROP PROMISING

Decreased crop of Canary Seed—The outbreak of war having cut off the supply from Turkey aided in the stimulation of Spanish fig growing and has greatly increased the total of production. The coming fig crop is expected to be a large one; still much depends on weather conditions when drying commences. The next crop of canary seed is expected to be much smaller than the average.

JORDAN ALMONDS CROP

Advices from the American Consul at Malaga states that final estimates of Jordan almonds indicate that the outturn will be very satisfactory.

6. The boats that transfer the packed date to the ship. (7) The Bahallaam, the native ship that is still used to transport dates.

tising artificial pollination by tying branchlets of the male inflorescence on the female cluster. Each flower produces three dates. After pollination two of these fall and one matures into the date of commerce. In case there is no pollination all three develop, but will be seedless and the fruit will be much inferior. An adult tree will have from 6 to 20 clusters of fruit, each of which will produce from 20 to 40 lbs. The palm is reproduced by suckers. A sucker will bear abundantly in five to six years, and after 15 years it may be considered mature and should continue to produce for 100 to 200 years.

The Date Harvest

In August the fruit is mature, plum shaped, of a beautiful golden color and is ready for picking. The native Arabs do all this work, coming in families from the cities, such as Barra, Kut-El-Amara and Bagdad. A carpet of wicker matting is spread around the base of the trees, and then the men climb up and cut off the ripened clusters.

Methods of Transportation

The dates from a number of trees are gathered into heaps and are sorted and

packed in boxes. The method of handling has varied little in the past thousand years. They are pressed into the wooden boxes that are familiar to the grocery trade by the simple method of standing on the cover. The boxes are weighed on a balance scale that might belong to almost any ancient era, and are transported to the mouth of the river in one of the ancient river boats shown in one of the illustrations. There they are loaded on a native Bahallaam, the queerly shaped vessel that is also shown herewith. A fragile craft it would appear to meet the storms of the great Indian Ocean. Yet in just such a sailing craft the Arab merchantmen take their date crop to far away Africa, India and the Malayan Straits, just as they have been doing for many centuries past.

A SAD DISCOVERY

They were looking at the kangaroo at the zoo, when an Irishman said: "Beg pardon, sor, phwat kind of a creature is that?"

"Oh," said the gentleman, "that is a native of Australia."

"Good hivins!" exclaimed Pat, "an me sister married wan o' thim."

FRUIT AND VEGETABLE HANDLERS MUST BE LICENSED

The Canada Food Board has recently issued the following warning to handlers of fruit and vegetables who have neglected to secure a license.

The attention of the Canada Food Board has been called to the practice frequently adopted by licensed dealers in apples, turnips, potatoes and other fruits and vegetables, of having men living in different parts of the country acting as their agents, buying or contracting for such produce, superintending the loading of same on cars for shipment, and receiving a commission from said dealers for such work.

All such agents operating in the manner mentioned without first having secured a license from the Board are doing so contrary to the order dated 13th day of December, 1917, wherein it states:

"That on and after the 1st of February, 1918, no person shall deal wholesale in fresh fruits or fresh vegetables, without first having obtained a license from the Food Controller," and in violating such order are guilty of an offence, and subject to a penalty not to exceed \$1,000.00, and not less than \$100.00.

Puts the "Buz" in Business

Drowsy Beamsville Rudely Roused by Cadets, Mechanics and Workers
on Military Camp—Over a Thousand Men With Money to Spare and
the Will to Spend—Retail Trade Gets Great Boost



THE war has made a lot of changes, but none of these more startling than the sudden prosperity that has come to some cities, towns and villages almost in a night. Sometimes the merchants have recognized a great opportunity, sometimes they have been deaf, dumb and blind to the chances that waited at their door. Opportunity has come in many guises in many places, but everywhere it meant prosperity for the merchant who saw and understood.

In the days before the war the passing traveller in the big touring car might have gazed with languid interest at the big grey stone house at the edge of the village of Beamsville, but it is a fairly safe surmise that his interest wasn't very long lived, and that Beamsville itself did not linger very brightly in his memory. If he started from the Hamilton direction he would be through the town and pretty well out in the open fields again before he noted the grey stone mansion and the canning factory, and so probably he just made a mental note that there was another town passed, and let it go at that.

Beamsville was that sort of a place before the war. It didn't thrust itself on your attention in any way. It was just one of those towns found everywhere in Ontario, composed mainly of one long street without any very striking characteristics—not even a Carnegie Library. It was a good town right in the heart of the Niagara fruit belt, but when people from there wanted any little incident in their lives they went to Grimsby Beach three miles away on the lake; or if a more extensive line of excitement was required they took the trolley for Hamilton.

Beamsville did not generate much excitement of itself. It was a good steady going town, with a good farming trade about it, and a brisk summer fruit business.

The people of the neighborhood were comfortably well to do, and the merchants of the town were exactly like the people. That's the sort of place Beamsville was till about last fall, when the authorities, after a good deal of peregrinating around, discovered that the fields just east of the village were just designed for a flying field; that the heights to the rear was an ideal location for hospital and mess buildings; and that there was Lake Ontario only a mile away—an ideal spot for gunnery practice, by reason of the fact that there isn't much of the "going down to the sea in ships" in vogue in this locality, and hence a very limited chance of damaging any of the goers.

These at least were some of the reasons why, when the decision had to be made as to where to locate the Aerial

Gunnery School, the lot fell on Beamsville.

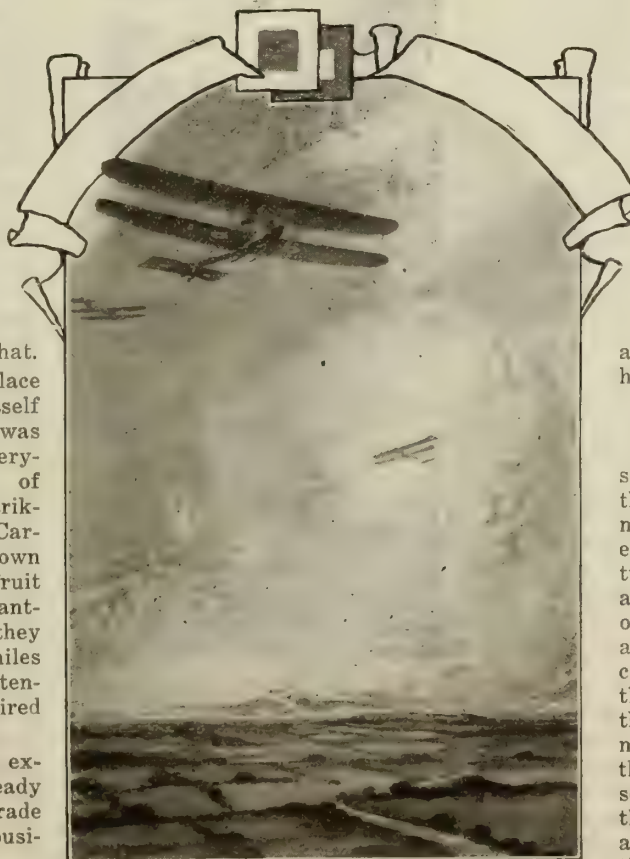
Now Beamsville might have lived and died as one of the prosperous little communities in the Niagara fruit belt without anyone being much the wiser; but when you make it the clearing house for all "Bird Men" of Canada—their last school of training before they leave for the great adventure overseas—you have made that name something that is liable to stick in the memory. That is Beamsville as it is to-day.

Then Work All Winter

Out east of the town the old grey stone mansion is the home of the Imperial Munitions Board, who have been working like beavers all winter long to get this camp in shape. All winter long there were crowds of working men leveling the ground for the runways building great hangers for the multitude of machines that were later to call Beamsville home, and the wilderness of buildings to house the coming influx of the guardians and masters of these machines. Seven hundred men are a sizable number to locate in these days, and when the call went out for carpenters and mechanics there was no thought of looking askance at the adaptable farmer who, as a general handy man, presented himself for a job.

Farmers Fatten Bank Roll

Fruit had been more or less sparse for the past few years, and the farmer, with idle winter months ahead of him, was glad enough to seize the opportunity to turn out with his team and make a good honest seven dollars a day, or to purchase a hammer and saw and so transform himself into a carpenter. They are handy chaps those fruit farmers, and save for the shiny looks of their new hammers you would hardly have taken them for amateurs. It was a godsend for the community to have this work dropping down out of a clear sky to fill in the tedium of the winter months, and to fatten up



bank account that had developed a lean and hungry look during the past couple of years of short crops. It was a god-send, too, for the Imperial Munitions Board to find workers near at hand; so all winter long the masquerading farmers and workers from outside—some seven hundred of them—worked away to make the Beamsville camp a thing in being.

The Moral Is Here

Perhaps having gone this far in our narrative the reader may be curious to know just what bearing all this has upon the grocery business. From a general standpoint then it points one of the morals of these present days, that circumstances have changed from the lazy commonplace days of before the war. Conditions are raising in many communities that are bringing opportunity to the very doorstep of many merchants. Beamsville is just used as a case in point, a sleepy little town galvanized into activity by war business. Why Beamsvilles dot the country from end to end, and every one of them spells opportunity for the wide awake merchant.

Buyers Coming and Going

All this brought an unusual degree of prosperity to the town starting long months before the camp had become anything but a wilderness of scantlings. Now with the summer months has come the influx of men in uniform that has changed the entire character of the quiet little town. Everywhere overhead is heard the hum of racing wings. There are some fifty aeroplanes at the camp, and there is probably an average of twelve hundred men always in attendance on these machines. It is community always in flux—cadets coming for their two or three weeks of final training, then off again to make room for others. But always there are a thousand or more men about, and where that condition prevails there is bound to be an active business.

One merchant of the town stated with reference to the winter months that never in his business life had he seen so many \$20 and \$50 bills. With money in their pockets men spend lavishly.

Pickings—And How They Are Made To Pay

Just to get down to particular cases, Wm. C. Mackie does a big business with the camp. Of course, the big item of providing for a thousand hungry mouths is handled on big contracts. That passes by the town to a considerable extent. But the pickings remain, and they are worth considering. There is a demand for green vegetables for instance, sometimes they are brought from outside, now and then the merchant can pick that business up for himself. For instance, Mr. Mackie knew that the camp steward had been trying everywhere to get some green onions, but without success, so he telephoned to him and said he had these onions in sight. The steward was all attention. Could they be

obtained in some quantities? Yes, they could. A thousand bunches? Mr. Mackie gasped and gripped the receiver convulsively. He was figuring on just how many onions there would likely be in a thousand bunches, and how many of



his store staff could be spared to go and get them. Then a bright idea struck him. "I can do it," he said, "if you can give me three men to help." Nothing easier, with a thousand men about there are always a few that can be spared to help go out and garnish the festive

board. So the onions were provided. The men did the work, and Mr. Mackie made the comfortable profit. There are a multitude of opportunities just like that, he states, where they want things at once, and where the local store comes in.

Catering to the Fond Parents

W. G. Panter, who operates a general store, has the same story to tell. There is always something selling. The needs of this thousand men are as varied as it is possible to imagine, and not only that, but the many visitors that are constantly coming to the town are also a source of revenue. Beamsville has always been on an automobile highway, but now there is an interest that it lacked before, people come to see the camp and to visit relatives in training. On the week-end and on holidays the town is alive with automobiles on land and aeroplanes overhead, and every one of these visitors is a prospect and many of them are interested enough to visit the stores to provide their own particular darling with something that it appears to them the Government has sinfully overlooked in providing for his comfort.

Adding An Ice Cream Parlor to Catch Trade

D. O'Neil, who has a grocery store in the very centre of the town, seized opportunity by the forelock as soon as it showed its face. He did it in this way: There was a large amount of room at the back of his store that while it was useful enough in its way, certainly wasn't doing very much to pay its share of the rent. Carpenters were brought in and erected an archway right across the store. That left the front the good old familiar grocery store, but the back was transformed into an ice cream parlor, with ice cream fountain and all the other appurtenances, including a piano.

When we mention the piano thus casually, it is not because it was a matter of small moment. It was a great attraction, perhaps more than the refreshments themselves. The boys from the flying camp came every night. Many of them could play, and others could sing, so the parlor became a regular gathering place. Others would hear the sound of the piano and drop in. In this way the store was a place of meeting for the boys, a convenience that they appreciated to the fullest extent, and this appreciation resulted in good business for Mr. O'Neil. They came and stayed for the whole evening very often, and each one would spend some money at least, so that the total was a substantial affair. On holidays it was almost impossible to attend to all the people who were anxious to be served. So that was another way that a merchant made the most of the changed conditions that had come to his town, not only to make money for himself, but to do that, and at the same time to make conditions more pleasant for the gallant young visitors to the town.

Making the Collection Letter Collect

Putting Persuasiveness and Punch Into an Old-time Collection Method — Making the Letter a Personal Emissary—Letters Used by an Ontario Firm That Really Brought Results

MANY merchants have lost faith in the efficacy of the collection letter. They question its ability to return with the goods, yet an Eastern Ontario firm, by putting a little different tone to the letters have found them the means of assuring a collection in a multitude of unexpected cases.

Many merchants have lost faith in the efficacy of the collection letter. They question its ability to return with the goods, yet an Eastern Ontario firm, by putting a little different tone to the letters have found them the means of assuring a collection in a multitude of unexpected cases.

Debtors can be placed in several classes but "slow and sure," "forgetful," "hard to part" and "don't want to pay" are the best known ones.

The old stickers with their cut and dried phrases and smart sayings have come to be looked upon as almost a friend by the class of debtor who gets them so regularly from different merchants. Were they to cease to put in an appearance they would be missed and leave an aching void in the regular round of expected events.

Then you come to the usual letters

asking for payment. It will be noticed that the majority of these in cold, formal, matter-of-fact language pass without results.

A little human interest pushed into service would work wonders and draw the cash.

An Eastern Ontario firm had endeavored in every way to collect by ordinary letters, stickers, lawyers and also by special collectors.

The letters brought few returns, the stickers were useless, the lawyers were as hard to get the money from as the people from whom they had collected it, while the special collectors frequently brought home less than their day's wages amounted to.

Then came the letters with the human touch. There were five of these little fellows, each with a distinct work to do and they won out, making nearly 30 per cent. cash payments as well as a large number of settlements, either with notes or written promises to pay.

The best part of the success was the fact that a number of accounts that were five, six, eight and even ten years old and therefore outlawed, came in as a

pleasant surprise packet to everybody.

These letters were printed in imitation type to matches the machines used in the office. Names and addresses were added and each letter signed by the head of the firm. Including paper and printing, the letters cost a little over one cent apiece. Five hundred sent out brought in over \$2,500 in hard cash within seventy days of posting the first letter, in addition to which many other settlements were arranged.

No ill feeling was caused and in several instances customers bought more goods immediately the old accounts had been adjusted.

Letter No. 1 was sent to people with recent accounts and was very successful in getting cash which would have laid out for some months. Letter No. 2 was sent to customers with older accounts and was followed by No. 3. No. 4 aroused those with a slumbering conscience. Letter No. 5 was rarely necessary but when sent gave good results. Cash was received in less than 48 hours in some cases.

Here are the letters. Nothing smart, nothing fancy, but they worked:

LETTER NO. 1

The statement of your account enclosed with this letter shows the same to be of recent date.

Present day conditions of business compel us to alter older methods, and we find it is impossible to give the extended credits which were possible in the past.

You will quite understand our position in this matter and we believe you will accept the letter in the spirit intended.

Your remittance will be sincerely appreciated and at the same time we solicit your continued patronage which we assure you will receive our best attention.

LETTER NO. 3.

We wrote you a short time ago to draw your attention to our account long overdue.

Has the statement been laid aside and overlooked? In case this is so, we enclose another one which we very sincerely hope will be returned with your remittance by return mail.

Yours Respy.,

LETTER NO. 5.

We regret our previous letters in regard to the statement enclosed have remained unattended to. Your failure to remit has placed us in an unpleasant position. Unless this account is paid it must be collected and cost of collection added to it which is unnecessary. Kindly attend to this matter within 10 days from this date so that we can keep the account in our hands instead of passing it over to our agency.

Yours Respy.,

LETTER NO. 2.

The enclosed statement of your account shows the same to be long-standing.

We feel sure you would be glad to have the matter settled and off your mind, but you cannot be more anxious than we are. Cash is badly needed. Will you help us by remitting at once.

Yours Respy.,

LETTER NO. 4

Your statement of account enclosed with this letter is much overdue. When the courtesy of credit was extended to you, it was because we believed in your willingness and ability to meet your obligations. We hope you will endeavor to prove our expectations were correct by remitting quickly, a favor we shall very much appreciate.

Yours Respy.,

And in the event that all these letters failed of their purpose there is still this possible sixth letter. It does not appear in the series noted herewith. It is added by this paper out of pure good heartedness.

What does it say? Supply the words yourselves. You have all had experience with these customers who are deaf to the blandishments of the most persuasive letter: frame then the opinion of these folks and write it here.

DIMINISHING PROFITS?

BY PROFESSOR RALPH E. HEILMAN

DEPARTMENT OF ECONOMICS, NORTHWESTERN UNIVERSITY

Published by courtesy of "System"

With the cost of business rapidly going up, and the government regulating the price at which many commodities are to be sold, the margin of profit with many concerns is becoming narrower. Is it possible in spite of this to maintain the end-of-the-year net showing? This article describes one method that is within the reach of nearly every concern—and in addition it is one of the best methods of meeting competition.

WHAT has been the rate of turnover during the past year on my stock as a whole, or on the various lines of stock which I carry? Will it be possible and profitable for me, during the year now opening, to increase my rate of turnover? Is it true that with an increased rate of turnover I may be able to overcome some of the handicaps that high prices, narrow margins of profit, and the unusual conditions of merchandising in war times have imposed on me?" At this season of the year, when most business men have taken inventory of stock on hand and are well under way for 1918, these questions present themselves with special force.

The term "turnover" is freely employed, but it is frequently misunderstood, and incorrectly used. The "rate of turnover" means the number of times the stock itself turns, or is sold during a given period. It represents the number of times the stock normally carried on hand can be completely disposed of in a stated period—usually one year.

An increase in the rate of turnover means quicker sales; the dealer carries the stock a shorter time before selling it. This may mean any one of several things. It may mean that the same amount of profit can be produced by a smaller investment; or it may mean that a larger amount of profit can be secured by the same investment; or it may mean that an increase in profits can be obtained which will require an increase in the investment but less than a corresponding increase. In any event, the importance of an increased rate of movement of stock lies in the fact that it may decrease the proportion between the amount of capital invested, and the profits which are produced. On the other hand, if the rate of turnover is increased by unwisely sacrificing on profits, none of these results will be achieved.

An increased rate of movement makes it possible to conduct business with less capital tied up, and to increase profits without raising prices. As the Harvard Bureau of Business Research puts it in discussing the retailing of shoes, "It is probably scarcely necessary to call at-

tention to the public importance of this item of stock turn. Imagine in the roughest kind of way the millions of capital that could be released from investment in merchandising, should the retailer increase his stock turns but once. The bearing of this, furthermore, upon the demand for higher profit per pair, now rather prevalent, may also be seen. More stock turns means an increase in net profit, without any raising of the price per pair."

The difference in the rate of turnover obtained in various lines of business is marked. The results of some investigations among retail merchants are summarized at the top of this page. The figures for retail grocers and shoe dealers are based upon the investigations of the Harvard Bureau of Business Research. As the result of its investigation of these establishments in every section of the country, the Bureau gives 7 as the most common figure for grocery stores, and 1.8 for shoe stores. It regards 12 as a realizable standard for groceries, and 2.5 for shoes. The figure 2.82 for hardware is the result of an investigation conducted by the National Retail Hardware Association. The figures 4.5 for drugs and 1.5 for jewelry were obtained by "System" after an investigation including over 700 stores. The average number of turnovers on books, 2.6, and 5- and 10-cent stores not operated by chain systems, 6, were also obtained by "System." In the five latter cases the figure represents the average number of turnovers obtained. While all these investigations included only selected groups of establishments, they are of value as indicating conditions and tendencies which are probably representative.

Although there are marked differences in the average turnover rates in various lines, there are also wide differences in the rates in various establishments in the same line. For example, the lowest grocery rate reported to the Harvard Bureau was 3.5 and the highest 23.8; the lowest rate on shoes was 1 and the highest 3.6. Since the variation, even between establishments selling the same

kind of goods, is so great, the individual dealer is most interested in learning how he can increase his own rate of turnover.

Broadly speaking, there are only two ways in which the rate of turnover can be increased; either by reducing the stock carried, without suffering a corresponding reduction in sales; or by increasing the sales without a corresponding increase in the stock carried. Which plan should be followed must depend upon the dealer's circumstances.

Or, without reducing the stock, a concern may increase its rate of turnover by increasing the volume of sales in proportion to stock carried. There are two ways in which it is possible to accomplish this result: by improved merchandising methods, and by reductions in price.

The price-cutting method calls for more careful consideration than it has ordinarily received. Some dealers maintain that the solution of the problem of meeting advancing costs, without so increasing the prices as to lose business and forfeit profits, is to be found in reducing the mark-up percentage and increasing the rate of turnover. For many dealers and lines this is true. For others, the policy offers less hope.

There is in most lines a fairly well-established standard for the rate of profit which should be obtained on each turnover. As is well stated by Alfred Marshall, the distinguished English economist: ". . . there may be, and as a matter of fact there is in each trade and in every branch of each trade, a more or less definite rate of profits on the turnover which is regarded as the 'fair' or normal rate . . . the traditions of the trade that a certain rate of profit on the turnover should be charged for a particular class of work are of great practical service to those in the trade. Such traditions are the outcome of much experience tending to show that, if that rate is charged, a proper allowance will be made for all the costs . . . and in addition the normal rate of profits per annum in that class of business will be afforded. If they charge a price which gives much less than this rate of profit on the turn-

over, they can hardly prosper; and if they charge much more they are in danger of losing their customers, since others can afford to undersell them." It should be noted that Marshall here uses the word "turnover" in the sense of annual sales—he does not refer to rate of turnover.

It has frequently been assumed in discussions of this subject that reducing the mark-up below this customary one is an infallible method of rapidly increasing the rate of turnover, and that such a policy, while causing a reduction in the rate of profit on each turnover, will produce a larger rate of annual profit. This assumption holds true only within important limits and only for some lines of commodities. This is because of the difference in the nature of the consumer's demand for different kinds of goods.

The demand for some commodities is what the economist calls an "elastic demand." The desire for such commodities is widespread and much greater than the actual consumption. A reduction in price, even though slight, will greatly stimulate increased sales. The sale of these goods increases markedly with price reduction. Practically all the luxuries of life—jewelry, furniture, fresh fruits, table delicacies, and the like, are of this kind.

Where It's Difficult to Sell More at Lower Prices

But there are other commodities for which the demand is "inelastic." It is fixed within narrow limits. The market absorbs a definite amount because it is needed or required. But beyond that amount sales to an entire community can be increased very slowly and only with difficulty. Other things remaining the same, higher prices do not cause a corresponding decrease in consumption, and lower prices do not stimulate a substantial increase. Such commodities are practically all the necessities of life. Outstanding examples are salt, matches, flour, and coal. Probably the most extreme example is coffins.

This distinction in the character of the demand for commodities is illustrated by the figure on this page. Assume, merely for the purpose of discussion, that a watch dealer who has a monopoly of his

local market is considering the price he will ask for a watch. The relation between price and the number of watches sold is indicated on this diagram—the price by the perpendicular axis AB, and the number sold per month at varying prices by the horizontal axis AC. If he charges \$100 each he will sell but a few watches, say 10 a month. If he sets the price at \$75, more watches will be sold, perhaps 30. If he cuts the price to \$50 there will be a further marked sales increase. If he lowers the price to \$30 many more will be sold. When the price is lowered to \$20, the watch will come within the range of purchasing power of many people who would not buy at the higher price, and 150 will be sold. When the price is reduced to \$10 sales will increase still more; and with prices lowered to \$5 sales will show a tremendous increase.

In other words, the demand for watches is elastic. Almost everyone—man, woman, and child—of all economic classes, constitutes a prospective watch purchaser, if the price is low enough. The elasticity of the demand for watches has been clearly proved in recent years by the companies which have placed low priced watches on the market.

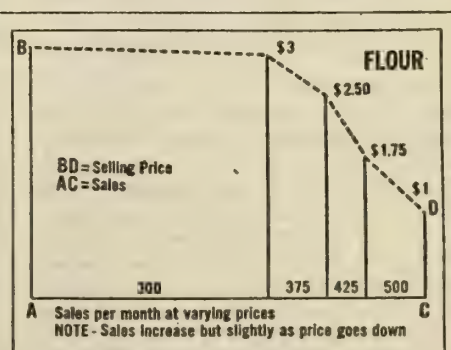
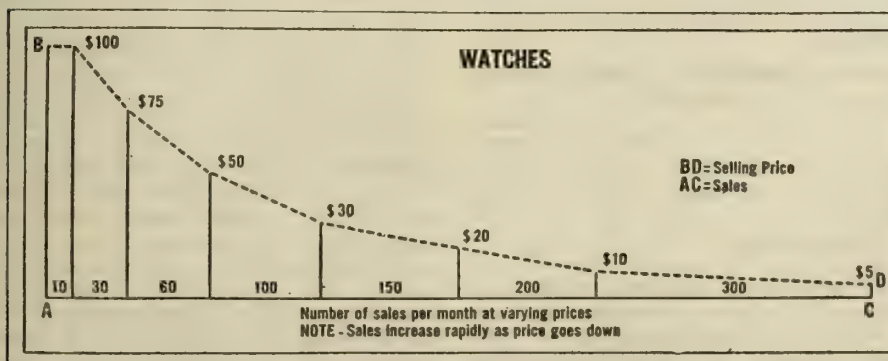
The same figure also represents the market for flour. Again, price is measured on the perpendicular axis AB, and sales on the horizontal axis AC. For the purposes of theoretical discussion, assume that a grocer also has a practical monopoly of the local market. He finds that when flour sells at \$3 a sack he disposes of 300 sacks a month. This appears to be approximately the minimum consumption of the community, under normal circumstances. If the price is lowered somewhat, say to \$2.50, his sales increase slightly, people are less economical in their use of it, and he now sells 375 sacks a week. If he lowers the price to \$2, there is a slight increase in sales, for more flour is used for pastry and the like. But these decreases in price stimulate only a small increased consumption; and beyond the point where the needs of the community for flour are reasonably supplied, it is almost impossible to increase the sales, regardless of how low the price may be. The watch dealer may greatly increase his sales with

each cut in price. The flour dealer cannot do so.

In this illustration, for the purpose of simplicity, we assumed that both the dealers had a monopoly and were therefore free to set the price at whatever point would give the most profitable rate of movement, subject of course to the fear of encouraging competition or the use of substitutes. As a matter of fact, an increasingly large number of articles are being produced and sold under such monopoly conditions. All patented and copyrighted articles, and all articles which by trade-marks, extensive advertising, or other means, have made for themselves a distinctive place in the consumer's mind, are sold under conditions approximately corresponding to those in the illustration. Their producers are free to establish the price to dealers which will give the most profitable rate of turnover, subject, of course, to the limitations mentioned. But in the establishment of price, the policy will largely depend upon the nature of the demand for the commodity. The greater the elasticity, the greater is the possibility of increasing sales by reducing prices.

Likewise in deciding on the price policy when commodities are sold under vigorous competition, the character of the demand is important. True, under competition, it may be possible for any one concern to increase its individual sales and to speed up its turnover rate, by lowering prices, even if the demand as a whole is comparatively rigid or inelastic. When this takes place the concern increases its own sales only at the expense of competitors' sales. What it gains, competitors lose. There is no substantial increase in the total volume of sales or consumption. But if the demand is elastic or expansive, the possibility of enlarging sales by a reduction below the market or competitive price is much greater, for then the reduced price serves not only to draw the competitor's customers, but also to tempt purchasers who previously were not buyers of the commodity.

Further, the dealer must remember that when he reduces his price in the hope of increasing his turnover, his competitors may do likewise. If competitors do so, and if the commodity is one for



WHAT HAPPENS WHEN YOU REDUCE PRICES?

You can stimulate the demand for some kinds of goods much faster than you can others by reducing prices. For instance, this chart indicates how successive price reductions on two lines of goods, under conditions described in this article, may increase demand. The demand for watches for instance increases much more than the demand for flour. This fact as explained here has an important bearing on the policy a concern decides to adopt in attempting to increase the rate of turnover.

which the demand is inelastic, the result will be that none will obtain any substantial increase in sales, but that all will be selling cheaper than before. This is substantially the result which has been brought about in the sale of sugar and some other staples, the demand for which is normally comparatively inelastic, and the margin on which, through competitive price cutting, has been made very small.

On the other hand, if the demand is elastic and responds readily to price reductions, even though the competitors should lower their prices to meet the competition, all would presumably obtain an increase in sales, since new customers, and increased purchases by old customers would be obtained by the lowered price. For example, a jeweler in an industrial center where wage earners are receiving abnormally high war wages might increase his sales materially by a reduction in prices, even though his price cuts should be met by his competitors. But a grocer, under the same condition, could not expect to increase greatly his sales of vinegar in that way.

It is evident, therefore, that a business, whether conducted under monopolistic or competitive conditions, may hope for larger success and more beneficial results, in the long run, by endeavoring to increase sales by price reductions on commodities for which the demand is comparatively elastic. To the extent that sales are thus increased without a corresponding increase in investment, the rate of turnover is increased. This may mean a lower price for the customer, and unless the profit on each turnover is unduly sacrificed, it may mean no decrease, or even an increase, in profits.

Even for commodities with a fairly elastic demand there is a great difference in the number of turnovers which it is possible to obtain. Besides elasticity, the regularity of demand exercises a strong influence on the rate of turnover. There are some lines which ordinarily are purchased by the customers daily—for example, fresh meats and groceries. In these lines the turnover possibilities obviously are greatest. Other commodities are purchased with much less frequency—for example, shoes and overcoats. Still others are purchased only occasionally—diamonds, carpets, furniture, and clocks. Therefore, the turnover rate in these lines is ordinarily low as compared with lines for which the customers have a day by day demand.

This difference in the frequency with which purchases are made, and therefore in the period during which capital is locked up before being turned, necessarily reflects itself in the price policy and mark-up percentage generally used in the various lines.

It further happens that most goods which are bought only occasionally contain a large style element—shoes, jewelry, pianos, and rugs. This fact may increase the stock which a concern has to carry for its customers to choose

from, and is another cause which tends to keep down the rate of turnover in many of these lines—though it is quite true that some concerns have found ways to speed up their rate of turnover on style goods with extreme success.

However, the concern dealing in lines which the customer purchases only occasionally or periodically may have such a wide market, and so many different customers to draw from, that it can maintain a comparatively high rate of turnover. Thus, generally speaking, the turnover rate in city stores carrying these lines is higher than in country and small town stores. The following

Month	Stock on Hand at Cost	Sales for the Month at Cost
January	\$2,162	\$1,942
February	2,230	1,764
March	1,890	2,001
April	1,964	2,204
May	2,022	1,882
June	2,430	2,164
July	2,290	1,980
August	2,134	2,046
September	2,560	2,098
October	2,672	2,541
November	2,409	2,053
December	2,301	1,941
Total	\$27,064	\$24,638

WHAT WAS THIS MERCHANT'S RATE OF TURNOVER?

From the figures given here, can you determine what this merchant's rate of turnover was? Mr. Heilman tells in the accompanying article how to arrive at the correct figure

figures based on the investigation of *System* illustrate this difference. These figures indicate the turnover rate on a few of these lines in a number of large department stores, and a score or more of departmentized stores in country districts. They illustrate the difference referred to.

Average Number of Turns Obtained Annually

	City Department Stores	Country General Stores
Clocks	2.5	1
Furs	5	3
Men's hats	7	4
Pianos	9	4
Umbrellas and canes	11	3
Trunks	5	1.5

Probably there is more confusion of thought about how to compute the turnover than on any other side of this whole problem. The business man who says, "My stock averaged \$10,000 at cost, my annual sales are \$50,000, therefore my rate of turnover is 5"—is mistaken. He is trying to divide horses by cows. If he takes his stock at cost price, he

cannot figure his sales at retail. A uniform basis must be used throughout.

Should this basis be stock and sales at cost, or at retail? As a matter of fact, if only one line of goods or one department is concerned, and if the same percentage of mark-up is applied throughout, it is immaterial which basis is used—the result would be the same in either case. If, for example, the average stock at cost in one department is \$10,000 and the sales at cost are \$20,000, the turnover rate is 2. If the percentage of mark-up applied to all merchandise in this department is 20, then the average stock at retail prices would be \$12,000, and the sales at retail would aggregate \$24,000, again giving a turnover rate of 2.

However, if various lines of merchandise or different departments of the business, which use different mark-ups, are grouped together in the estimate, then the same results will not be given by the sales basis as by the cost basis. They may be far apart.

Indeed, when several different lines of merchandise or different departments are involved with varying mark-up percentages, it is highly desirable that the estimate on the rate of turnover should not lump all of these lines or departments together, but should treat each one separately. By doing this, the fast moving lines can be located and pushed. The slow moving lines can thus be discovered and weeded out; overbuying can be prevented; or perhaps the mark-up can be increased to compensate for the slowness of the movement.

But if it is not feasible or practical to segregate the stock carried and the sales by different lines or departments—as is often true in a small business—which is the better basis for calculating the turnover rate, the cost or the sales price?

The answer is, unqualifiedly, the cost basis. When such conditions prevail the turnover rate estimated on the sales basis really furnishes little information of value. It simply indicates the number of times the average stock carried at retail value can be divided into the total volume of sales, at retail.

But even though different lines with varying mark-up percentages are grouped together, the estimate of turnover upon the cost basis has some significance. It indicates the number of times that merchandise to the amount of the average investment has actually been sold or disposed of during the year. It indicates the number of times the investment in stock has been turned.

The computation of the rate of turnover is not a difficult matter when perpetual inventory systems are in use. A simple method is to take the stock at cost in the various lines—or the whole stock if it is not departmentized—on the first of each month. Add these monthly totals together and divide the sum by 12. This amount divided into the total sales at cost gives the number of turnovers obtained during the year. Usually an estimate based upon monthly

(Continued on page 119)



The Christmas display of the MacEwen Grocery, Cobalt, Ont., winner of second prize, Class B, in "Canadian Grocer's" Christmas Window Contest.

Stimulating Pickling and Preserving

Unique Window Trims Ideal Means of Speeding Up Sales—Little Expense Necessary
—Turn "Spice" and "Pep" Into Trade-Pullers—Attention to These Lines Holds
Trade Which Druggist Sometimes Takes—Attractive Suggestions

THE writer passed a drug store one night recently in a metropolitan city. In one window—the most attractive of the two—was a neat arrangement of various spices, etc., suited to the needs of the housewife in preserving and pickling time. He immediately thought of the real advantage that Canadian grocers had in selling all of the lines shown to a far greater extent than many stores do. And when these goods yield such a nice margin of profit, they ought to be looked upon as one of the lines to be vigorously pushed.

A Vinegar Barrel?

Far away in another city—still larger—a dirty vinegar barrel was the central adornment of a window display intended to turn the mind of the housewife to her pickling needs. The homely suggestion recalled the druggist's display and suggested some discussion of the subject outlined in the title.

Probably oddly-dressed windows are the most attractive especially when not too "freaky." It is the window dresser who does not follow beaten paths who is able to create a compelling display. His needs are a few inexpensive fixtures and the goods to show.

Now Try This

Look over your stock of empty vinegar barrels. You have probably a full-sized empty barrel, a half-barrel and a keg. Clear out the window you wish to dress. First examine the barrels and have them clean. If necessary paint the hoops with some black japan or carriage paint—the cost will be little.

Before you go further take a look at your stock of pickling spices, cinnamon, cloves, turmeric powder and so on. Know

your stock of sealers and jugs, sealer rings, crocks and other suitable accessories. Have these ready and clean so that there will be no delay. Have the help clean the window inside and out and see that the floor is swept and thoroughly dusted.

Background and Arrangement

It is suggested that you plan a background. This will repay for its slight cost and for the required time it takes to make. If there be a solid backing all that you need is to get some crepe paper or cheesecloth. The former is cheaper and answers well. For such a window as we have in mind a lemon or apple green shade will work well.

The crepe paper will be used across across the back, and probably the sides as well—dependent upon the nature of your window. This may be attached to the woodwork with pins or tacks. A space will have to be left for bringing in and out of the window. A temporary removable door will answer for this.

Having placed the barrel in the centre, the half-barrel and keg may be placed, one on either side at a desired distance. An alternate plan will be to place the half barrel on the barrel and the keg on top of the smaller one. A few small packing cases will have been carelessly placed about the floor of the window and the same tint of crepe paper used over these.

Placing the Goods

With the "setting" now arranged, and which will have taken but a short time, you are ready for the various articles that were to be ready at hand.

The large and smaller crocks will look best at the back and may be ar-

ranged in symmetrical fashion—or better still, rather carelessly. The idea to keep in mind is that of having the window arrangement gradually rise from the front of the window to the back. Jars and sealers will be interspersed about the window, and the front will be reserved for the spices, mustard, jar rings and the smaller articles used. The spices themselves and the ground commodities may be placed on small squares of white paper, or the regular straw-colored wrapping paper used by the store. These cut into small squares about 8 by 8 inches will do nicely.

Don't Forget These

There is little left now but the most important thing of all the special cards and the price tickets. For a window of this kind these are particularly necessary. They ought to be ready beforehand as well as the goods themselves. For it is possible that these may take time to prepare and they should be decided upon so that odd minutes may be utilized to make them up.

The best way is to buy, from the local printer, a regular stock-size card—22 by 28 inches. This will be larger than needed for the biggest cards. Two might be used, and on them a few appropriate words. On one; "Your Pickling Needs are Here, Leave Your Order With Us; All Spices Fresh and Sound." On the other; "Preserve your Fruit with Our Wholesome Supplies; We deliver to Your Home."

Small cards will answer for the spices, stating what these are. The sealers and rings, the jugs and crocks may all carry cards, and when the arrangement is finished you ought to have a good window.

Rural 'Phone a Great Help

Several Saskatchewan Merchants Use It to Get Farmers' Orders in Advance—Saturday Night Shopping Rush Keenly Felt All Over That Western Province—Alberta Merchants' Methods.

Western merchants tell CANADIAN GROCER of their experiences and methods.

THE problems of how to handle the Saturday night trade is one that is of importance to the majority of merchants. In some of the smaller places the difficulty does reach an acute stage, and many merchants are inclined to let matters remain as they are. In other places, however, conditions have been such that merchants have had to adopt some measures looking toward the lessening of this difficulty.

Many merchants 'phone farmer customers during the day or on Friday to secure their orders or the bulk of them and have them all ready when the farmer and his wife come to town.

Other merchants suggest the putting on of "specials" for Friday and Saturday morning. This they claim encourages the townspeople to do their shopping early so that the merchant will have more time to spend with the farmers on Saturday night. Still others urge more help on Saturday and many refer to the use of printers' ink in educating customers to earlier shopping.

The experiences of the following merchants will prove of special interest to any retailer who has had to contend with this important problem:

A. A. Meneley & Co., Maple Creek, Sask.—Harry A. Hobbes deals in a very interesting way with the varied problems presented by the Saturday night trading. "Our Saturday night clientele," he writes, "in this district consists not so much of the farmer and his wife as of the townspeople, and who shall say, upon considering the matter of a general store which is an institution open and operated for all and sundry, rich man, poor man, beggarman, thief, with whom or when we shall do business, in my opinion it resolves itself into a question of service with a great big S. It is a case of "taking the current when it serves."

Each district has its own peculiar problems, and in my opinion those points with which your questions are connected are ones which can be dealt with more sympathetically and effectually locally by good educational advertising in local newspapers than by any general treatment attempted by associations governing large areas.

Retail merchandising, especially in country stores is being rapidly and thoroughly revolutionised, stores which were thirty or forty miles from a farmer's corner fence post, previously, are now at his back door by reason of speedier and more convenient transportation, the farmer who formerly used to come thirty or forty miles to town



and take two or three days to make the trip with horses or oxen now travels in an automobile and it is only a matter of an hour or so.

Our experience at this particular point is that we are not called upon as heavily on Saturday night by the farmer as we are by the townspeople, in fact, from personal observation the writer knows of many cases where the farmer and his family will be in town on Saturday afternoon doing their shopping, and will be in town again in the evening; a matter of twenty miles or so is a short distance these days, and Saturday night is a favorite one for visiting, or the picture show, and "Listen ye reformers." This is where our townspeople are falling from the paths of rectitude, Saturday night business, viz., business after supper, used to commence at around half past seven and continue until nine thirty or later, but since the advent of the picture show there is little doing until after the first show is over around eight thirty, after which your town mother remembers that little Johnnie needs shoe strings, or little Susie stockings, with the result that an extra hour is placed on the altar of public service. The public after all are paradoxical, while at times they are tyrannical to a degree, yet are they most easily satisfied, keep open your stores for twenty-four hours each day and on the dawn of the twenty-fifth hour someone will rush in for a pound of shingle nails or a plug of chewing tobacco, at the same time asking if it is a holiday, or why are you closing so early.

On the other hand in districts properly organized stores will close each day at six p.m., Saturdays included, with weekly half holidays during the summer months, the business done is satisfactory and the public are quite content. In the meantime, whether farmer or townspeople, we consider that "all's grist that comes to the mill."

W. A. Caswell & Co., Vohurst, Sask. Mr. Caswell sees no problem to be faced. "We have no trouble

with Saturday night shoppers. Our store is crowded every Saturday night. That is the reason we keep open. We make no effort to discourage Saturday shopping, in fact we encourage it."

Frank E. Yeo, Fillmore, Sask. Mr. Yeo uses the phone with good effect in speeding up the Saturday night business. "We do our best" he said, "to phone our town customers and take their order and deliver early in the day, this does away with at least some of the Saturday night orders and deliveries.

"We also phone the country people and ask them as far as they can to give us their order and we will have it put up ready when they arrive in town as far as they know, this is a great help."

Richardson & Shirra, Lang, Sask. D. R. Shirra writes as follows: "I don't experience the trouble of having too many Saturday night shoppers, but find since the automobile has become so common that the majority of customers make it a practice to do their shopping in the evening.

"In order to cope with the heavy rush, I have extra help engaged for that evening."

H. C. Leggo, Kedleston, writes: "If business is large enough specialty could be made of fruits and fish on Friday, and customers knowing fresher goods could be procured on Friday might buy their week-end supply then."

Fargery & Fraser, Govan, Sask. "We have had this same experience in the early part of the season when farmers were busy we did not endeavor to drive them into any other course, but did the best we could to handle them, knowing that many were going without attention. It was not very long till they commenced to find out that it paid them to come in earlier, or on some other day, and now business runs along smoothly with



Everybody loves the farmer

no extreme rush at any time, and steadier work for us.

"There would be no need to be open in the daytime if you were going to do all your business at night, and when people come to look at it in a reasonable way we find everything goes along all right."

J. Creighton, Alameda, Sask., uses the phone to help limit the rush. "In spare moments on Saturday we use the phone to call customers up and get as much of their order as possible, and get it ready for them before the rush. That done, the only thing that can help is to work like fury until you get through."

Fryk & Larson, Hitchcock, Sask. L. Fryk replies "I must say our business has been so dull that we have been too pleased to receive customers at any time, and have not made any study of how to avoid a rush, and am therefore unfit to give advice in the matter."

J. B. Muter, Hearnden, Sask. "We try to avoid, or rather assist, the Saturday night rush by asking as many of our regular Saturday night shoppers to phone in their orders early in the day and by so doing their goods will all be put up, as far as possible, when they come in."

M. Waldman, Melville, Sask.—"In my opinion the only possible thing to do is to start an advertising campaign and urge the people through the provincial and local press to try and do their shopping on Friday or Saturday morning. Tell the customers also that owing to the shortage of men it is impossible for merchants to get enough help to serve them all in the short space of three hours on Saturday."

"It is easier for the housewife to do her shopping on Friday than it is for us to get help at this critical time when every man is needed for more important work."

Phillip P. Ellis, Wilkie, Sask., says: "Everybody shops very late on Saturdays. First of all, I do not encourage it. I close down at 11 p.m. I get an extra school girl in on Saturday for \$1 a day to help out. Also we keep open now on Wednesday night until 10 p.m. to

"Most people now carry their parcels and therefore come to the store to buy instead of telephoning."

Juettner & Schumacher, Prelate, Sask.: Mr. Juettner states that they experience too many Saturday night shoppers. He suggests that all special bargains be given on some other day than Saturday.

H. V. Prutton, Vanguard, Sask.: "The crowd will always follow the crowd. So

long as the stores keep open on Saturday nights, it will be a big proposition to get the townspeople to do their shopping earlier in the week; especially in a town of this size where a picture show is run weekly. The big percentage leave their shopping until they come to the show. We find our biggest rush between the first and second performance, and again after the last show."

"One suggestion that might help the situation would be to make a rule that no town orders would be delivered after six o'clock on Saturday nights. We now deliver up till 9 o'clock, but not after. We find that since we have adopted this system we get most of the town orders in before the delivery closes."

The Pioneer Department Store, Strassburg, Sask.: H. Wellband of this store states he has given a great deal of thought to the Saturday night shopping question and as a result he has decided to let his customers do as they please.

"After all it is their privilege if they want to put up with the service they get in a crowd and we certainly have some crowd on Saturday. We simply wade through as best we can and everybody is satisfied."

C. W. Baker Co., Ltd., Kindersley, Sask.: Mr. Baker states that co-operative delivery has helped them wonderfully to solve the Saturday night rush. Especially is this so with the grocery department, which allows them more time to take care of their dry goods and boot and shoe departments.

Clark & Co., Windthorst, Sask.: W. R. Clark of this store states: "We remain open every Wednesday night during Summer months. We advertise same in the paper almost every week. We also ask our customers to arrange for Saturday's shopping as early in the day as possible."

"We have large business as a rule on Saturday nights, but have little or no trouble in looking after our customers' requirements."

Gunn & Buckwold Bros., Cadillac, Sask., state they very often experience a Saturday night rush. They offer inducements on Friday and advertise.

R. S. M. Christie, Plunkett, Sask.: Mr. Christie, in his endeavor to cope with the Saturday night rush, says he gives a customer just what she asks for and never tries to push sales, for this takes time. Sometimes he gets extra help.

"It often helps considerably to have some intelligent person not serving, but standing about the store and entertain-

ing customers. It should also be the duty of this person to see that customers are served in turn. This will warrant quick service and at the same time let them know we are deeply interested in their patronage. Merchants in towns and villages should organize and all close at a certain hour, and advertise early shopping."

R. Curle, Redvers, Sask.: Mr. Curle has been trying to solve this question for years, and would like to see all stores close earlier. He says farmers who have cars never think of coming to town until it is too dark for them to see to do any more work. The best solution, he thinks, for this problem is to close every night in the week at the same hour and so educate them to divide their shopping with the days other than Saturdays.

Clearly a Farmers' Night

G. Hamilton, Tessier, Sask.: "Tessier is only a small village and nearly all our trade is with farmers. While Saturday night is certainly a very busy night we've always been able to handle it. Of course, in lots of cases it is impossible for the farmer or his wife to get in until after it begins to get dusk when outdoor work is finished."

"I do believe though, that if the country stores kept open one or two nights a week and closed one half-day a week it would tend to equalize the daily turnover and no doubt relieve the pressure on Saturday night."

"I myself strongly advocate keeping open Tuesday and Thursday nights and closing Wednesday at noon. I don't think it is impossible to get the farmer to do his weekly shopping at any other time but Saturday. That night appears to be a kind of 'Meet me in town on Saturday night' rule around here."

Burns & Waddell, Lashburn, Sask.: Mr. W. S. Rempel of this store is interested in shorter hours on Saturday and states: "The only way that I can see to overcome the late shopping on Saturday nights would be to advertise in the local paper that we close at 9.30 on Saturday nights and that all orders that are to be delivered must be in one hour before closing. If merchants in small towns and villages would hang together this could easily be done. This is a small place of 400 inhabitants and we have three general stores and one hardware store, and we close at 6 o'clock sharp every night but Saturday, and it works fine and there is no reason why it would not work on Saturday nights to close at 9.30."



Modern Marvels in Cigarette Making

Machines That Make 22,000 Cigarettes a Day — The Clever Cork-tipping Contrivance
—Experience of a Lifetime Goes to Selection of the Leaf For a Cigarette—In-
spection—Inspection—Inspection—Perfection

Written by a staff representative of CANADIAN GROCER after a trip through a cigar and cigarette plant.

INTO the making of cigarettes there enters as much care and as much vigilance as goes into the manufacture of any other form of tobacco. The scrupulous care taken in the selection of the leaf is perhaps intensified in regard to cigarette tobaccos. Since this feature is fully described in connection with Virginia tobaccos in another article in this series, attention will be paid here to the Turkish leaf. There are some slight differences in the treatment of this leaf which is used principally for cigarette making in Canada and does not enter into the manufacture of other forms of smoking tobacco.

A Dainty Little Leaf

The Turkish leaf used for cigarette making is a little leaf, sun-dried, and very delicate in color. Around it seem to linger memories of Mediterranean breezes coming landward in the evening. Its soft tints suggest sunny slopes where the tobacco leaves are strung up to dry by the farmers of Asia Minor. The roots from which it sprung struck into historic soil, and to this day world history is in the making amongst the scenes where the Turkish tobacco is grown. Above the laughter of the women and children who pluck the leaves and string them up to dry there seems to thunder the boom of great guns. The effects of the war have been to curtail to the vanishing point the supplies of Turkish tobacco, and were it not for the foresight of manufacturers of Turkish cigarettes in Canada the supply might be very limited. But considerable stocks of the Turkish leaf have been laid in to improve with the aging process, and from these stocks the demand for Turkish cigarettes can be met for some time yet.

Every Leaf Pierced

However symbolic it may seem, the fact that every single leaf of Turkish tobacco has been pierced with steel is merely practical. The leaves are strung up to dry, not hung in "hands" as in the case of Virginian tobacco. Women and children of the tobacco farmers in Asia Minor do the harvesting amid the eternal sunshine that gilds those politically precarious climes. For shipment the leaves are packed in cases in bulk consisting of closely compressed leaves, but each leaf is separate, not in "hands," and each leaf has a little hole in it. That is one way by which you can tell Turkish tobacco in the leaf from other tobacco leaves. There are twelve different kinds of Turkish tobacco leaves recognized by the expert by color, feel, fragrance, and a dozen different peculiarities imperceptible to the untrained. Each different leaf gives a different flavor to the smoke.

The selection of them is therefore a most important and highly skilled branch of the industry of manufacturing cigarettes.

A Lifetime at it—Still Learning

To watch the process of selection is a revelation. Every tiniest leaf is carefully regarded, examined and placed in its proper grade. Fingers and eyes of the skilled specialist in this business are at work all the time. At the least sign of flaw the leaf must be discarded. The tiniest flaw in the tiniest leaf may mar the flavor. Cigarettes sell on flavor, and are more susceptible as merchandise to faults in flavor than other forms of tobacco. The same care is taken in the selection of Virginia cigarette tobaccos, but as the Turkish leaf is the most delicate its story is the more interesting.

In the factory where CANADIAN GROCER watched the processes of tobacco manufacture there sat at the work of selecting Turkish tobacco leaves for cigarettes a veteran native of Asia Minor, a British subject who had gained his experience of tobacco in his native land, in London and Cavalla, in the United States and in Canada. He had grown up with tobacco. Almost from infancy he had worked amongst the fragrant leaves. At seventy years of age he was still discovering new features of value in cigarette making from the feel, the look, the fragrance of the leaves that passed steadily under his scrutiny. Even a difference in the weather from day to day means extra vigilance for new developments that reveal secrets of the leaves.

No Two Crops of Turkish Alike

From this expert CANADIAN GROCER learned that there are never two crops of Turkish tobacco exactly alike. Thus skill in blending the various kinds of leaves is very necessary to ensure uniformity in the brand of cigarettes manufactured. A good deal of the first selection and grading of Turkish tobaccos is done at Cavalla, but in the factory every single leaf comes in for close and frequent further scrutiny after the tobacco has been aged and seasoned in the warehouse in bulk.

Incidentally Egyptian tobacco is really the same as Turkish. The tobacco used by the natives in Egypt about the time of the bombardment of Alexandria by the British was Turkish tobacco, and the British soldiers who took to the tobacco used to ask for it later in England as Egyptian tobacco. There is really no specially Egyptian tobacco, however.

The Value of Moist Brick

In a certain feature of the room in which Turkish tobacco leaves are in-

spected there is a valuable hint for the retailer of tobacco. The floor of the Turkish tobacco room is made of absorbent brick. In hot dry weather or any arid condition of atmosphere this brick floor is sprinkled with water. It keeps the air in the room just right for handling the delicate leaves. Now here is a tip for the retailer handling tobacco in the manufactured state. Put an absorbent brick into the case in which you keep your tobaccos and cigarettes, etc. Soak the brick in water every now and again. Your stock of tobacco will be immensely the better for this pre-direct result of it.

Making the Cigarettes

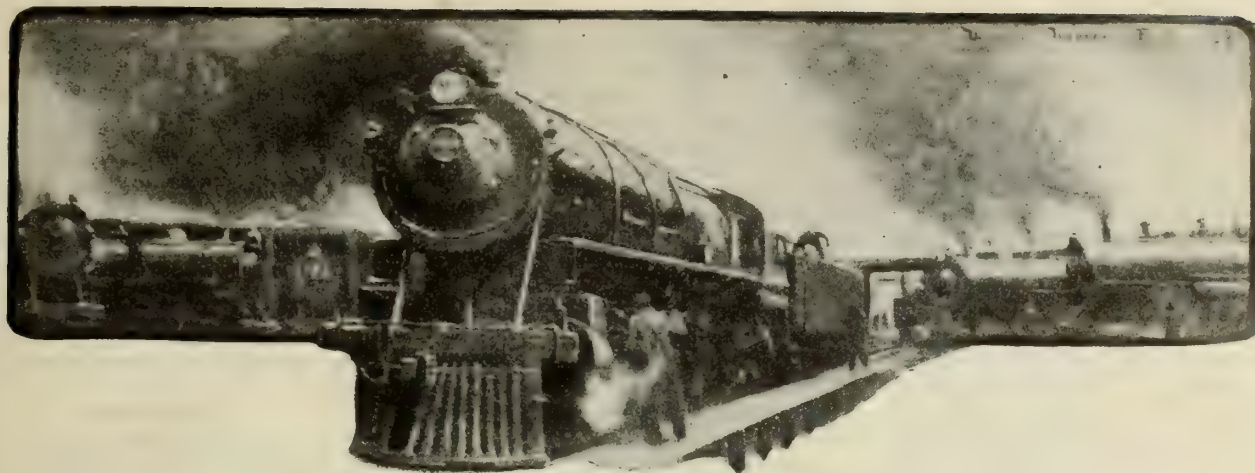
Since the selection of the leaves and proper blending are so important, a good deal of attention has been paid to this here. The actual manufacturing of the cigarettes is a series of machine processes, rapid and ingenious. First of all, however, the tobacco goes through preliminary stages just as if it were to be made into plug tobacco. The leaves are cased with a preparation of sugar and other appetising ingredients; all of the purest. The casing is done in a revolving copper drum as in the plug tobacco processes. The leaves are left to draw in covered compartments. After twenty-four hours in these compartments the leaves go to be cut or shredded by rapid machinery into the fine silky form as in the cigarette. Cut smoking tobacco as sold in packages goes through the same processes. The tobacco after this treatment is well on the way to be smokable, but has to be boxed in bulk for three or four days to mellow down before being worked into packages or made into cigarettes as the case may be.

Breezy Treatment

Taken from the boxes the tobacco is found to be warm and moist from its ripening processes. Before going to the cigarette making machines or packing machines it is given a fresh air treatment in a steam-heated cylinder through which it passes amidst a steady breeze of fresh air. This cools and refreshes the tobacco in wonderful manner, making it perfect for the machine processes necessary before it emerges as completed cigarettes.

The cigarette making machines are equipped with hoppers into which the tobacco, soft and silky and fully ripened and flavored is fed. From these hoppers it goes in exact quantity necessary to feed into the cigarette paper which comes from a reel long enough to make 22,000 cigarettes. The paper is the purest rice paper. It feeds in a steady white stream along the mechanism. The

(Continued on page 119)



Better Business at the Border

Retail Merchants' Association Has Been Going "Over the Top" Ever Since its Inception and is Putting Up Winning Fight by Close Co-operation of Nearly Five Hundred Members

PROBABLY the huskiest youngster of its kind in the Canadian business world to-day is the Border Cities Retail Merchants' Association. It will be nine months old in November, but it has more to show in the way of real achievement than many retail organizations that are old enough to vote. The Border Cities Association has more than 420 members and is growing rapidly. It is young and it is enthusiastic, right from C. H. Smith, the eight cylinder president, down to the most recent recruit. Doing things, especially the things that make for better business, is one of the main objects of the organization. The bigger the problem, the better. In its short existence the association has tackled many propositions that were just as hard to handle from a business standpoint as the Hindenburg line was for the Allies. Co-operation was the secret of the Allies' success and it is by co-operation that the Border Cities Retail Merchants Association is reducing salient after salient in the battles of business.

How It Started

The association had its inception one stormy day last February when C. H. Smith asked A. W. Peddie to come over to his office for a little while to talk over some business matters. Both Mr. Smith and Mr. Peddie conduct large dry goods stores. While business rivals they are the best of friends. During their talk over business problems the idea of forming the retail association came up. Neither Mr. Smith nor Mr. Peddie will take the credit for suggesting the formation of the organization. They are both modest. At any rate they got busy. They discussed the matter with other merchants. It was so popular that they were encouraged to include the municipalities adjoining Windsor, all of which will be united into one large city some

day soon. The plan was so good that it was no time before it was decided to call a meeting for organization, and merchants from Windsor, Ford, Ojibway, Walkerville and Sandwich gathered. There were more than 200 of them and they formally organized under the name of the Border Cities Retail Merchants' Association.

A Busy Existence

The association has been a real factor in the commercial life of the border ever since its inception. It is interested not alone in merchantile problems, which are much more numerous at the border than might be supposed, owing to the proximity of Detroit just across the river with a population nearing the million mark, and aggressive merchants, but also in civic and industrial problems. These all have more or less bearing upon the retail life of the border municipalities and the merchants are doing their share in solving them. New problems are continually cropping up and as fast as they come committees are named to deal with them. Getting action, and quick action, is a feature of the work of the Border Cities Association. Nothing goes to sleep and with more than 400 live wire merchants focusing their attention on any problem that is necessary, things are bound to happen.

Features of Organization

In addition to the work it is doing there are many features of the organization itself that make it worthy of emulation in every community in Canada. The "Get Together" spirit is apparent in everything the association undertakes. It is not a one man organization. Every member has a chance to have a say on every question that comes up.

The constitution and by-laws were given special attention, and are probably unique among the business organi-

zations of Canada. There is a sliding scale of membership fees, so that the merchant who only has one clerk does not pay as much as the merchant who has twenty or more. The by-laws state specifically that in the election of officers, each municipality must be represented. This is carried out to the letter, and with excellent results. A careful perusal of the constitution and by-laws of the association given elsewhere in this article are well worth while and there are many ideas in them which may be incorporated with advantage by various organizations into their own constitutions.

To Help All

The object of the association is to promote merchandizing and retail conditions for the betterment of the members, and to obtain improved service for customers, to discuss the problems of the members and of fellow retailers, to secure and give such help as is possible through co-operation and to work together for anything that will better conditions in the border cities.

This is a pretty broad basis upon which to work, and because it lives up to its creed is one of the reasons why the association is accomplishing so much and always has so much to do.

Right from the start the members of the organization realized that they had a lot of problems, many of them big ones, on their hands. However, solving problems is one of the real joys in life to border city merchants. Their proximity to Detroit provides them with any number of business puzzles. They have learned by experience that the only way to meet these difficulties is to meet them face to face.

Were Not Daunted

They were therefore not one bit alarmed by the magnitude of some of the problems that presented themselves, and

were crying for immediate solution. One of the things that was worrying the border cities' merchants most was the competition from Detroit. At a conservative estimate residents of the border cities were spending \$1,500,000 annually in Detroit stores. The farmers of Essex County were spending probably \$2,000,000 a year across the river. Incidentally it might be mentioned that no farmers in Canada are more prosperous than these Essex county men. They raise tobacco, early vegetables, fruit and other commodities for which there is an unlimited market, and top prices. As a result they have unlimited money to spend, and they certainly spend it. The border city merchants did not like to see such a large percentage of the money that should be theirs going into the coffers of Detroit merchants. This was a problem that affected all five of the border cities, but Windsor especially.

How They Met It

One of the big troubles was that the only daily newspaper in Windsor, "The Record," carried page after page of Detroit advertising. "The Record" had a wide circulation in the county and the merchants realised that they would have to offset this and offset it quickly if they were to obtain results. Through the efforts of Harry J. Neale, and of H. McClure Scandlers, secretary of the Border Cities Chamber of Commerce, who co-operated with the retailers, W. B. Hermann, of the "Saskatoon Star" was induced to come to Windsor. At first it was planned for Mr. Hermann to start a new paper in opposition to "The Record" and the retail merchants were prepared to stand behind the project and guarantee advertising contracts to the value of \$65,000 for the first six months. Later it was deemed advisable for Mr. Hermann to buy the "Windsor Record" which was secured for \$150,000.

Improved the Paper

With the home paper under their control the merchants took two important steps. They insisted that only Canadian retail advertising be handled and also that a real newspaper be gotten out. This meant increasing the size of the paper, enlarging the editorial staff and securing a special wire service. All these things have been done. The "Border Cities Star," the successor of the "Windsor Record," carries no Detroit advertising. It is much larger than the "Record" and by its special wire service provides border readers with the latest happenings from all over the world.

Doing all this within a few months was no small task for a young organization. But it has been successfully accomplished and now that they have the Detroit advertising eliminated, the border cities merchants are prosecuting with all the energy at hand an educational campaign. This is county wide and is aimed to show the residents of the border cities and the farmers all through Essex County that it is their duty to spend their money at home and

support Canadian and particularly border cities stores and institutions. The merchants' association is going about this educational campaign in a most systematic manner, and hopes in time to reduce the \$3,500,000 that is going to Detroit annually to an insignificant amount. There is every indication that their efforts will be successful because the people now that they are alive to what they have been doing and to the work the association is doing are responding. Although it is too early yet to show material results, there is no doubt that the elimination of the Detroit advertising has resulted in thousands of dollars remaining in Canada that would otherwise have gone across the line.

Keeping At It

The committees working on the problem are continually devising new ways of impressing people, especially during



CLARENCE H. SMITH
The hustling president of the Border Cities Retail Association.

war times, with the need of buying at home. The committee is extending its work through the women's organizations, through the press and through all the various patriotic and fraternal organizations. The movement is growing stronger every day. Hundreds of women, for instance, who formerly were lured across to the big stores of Detroit by visions of bargains, especially in dress goods, are now buying at home.

One of the novel means of illustrating the power of buying at home is the travelling \$5 bill. This is just an ordinary \$5 bill which was started in circulation by A. B. Peddie. It is in a case and in the case also is a book and everyone who receives the bill is required to write down the date. The

bill is in constant circulation, and to date has demonstrated that if spent in Windsor it would alone have a purchasing power each year of \$2,100. In the first two months in which it was in circulation the \$5 had changed hands so often that it had bought \$390 worth of goods.

In order to impress on people the importance of buying at home, stories are constantly appearing in the border cities' newspaper about the travelling \$5 bill.

The bill is a good advertisement also for the association. On the back of the case in which it travels is the following:

Instructions

"This is a travelling \$5 bill. It will be started on its purchasing way by our secretary, T. C. Ray. When you get it go out and spend it or pay a bill with it, but be sure that the retail merchant with whom you deal is either a member already of our Border Cities Retail Merchants' Association, or becomes one. When the bill reaches you sign your name with the date and the nature of your business, on the attached sheet, and also call up A. B. Peddie, phone 496, who is to keep track of this bill. Watch its progress and its purchasing. We hope to teach the people the advantages of trading at home. Information regarding fees of our association will be given to possible new members by T. C. Ray, phone 95, or by A. B. Peddie.

Reach the Farmers

Realizing that it is essential, if their campaign is to succeed, that they reach the farmers of the country, the association is constantly directing its guns at them through the press and by other means. The merchants have found an effective means of conducting their campaign in the fall fairs held recently. They were able at these gatherings to come in close personal contact with

thousands of farmers and by means of personal appeals and special literature made good use of their opportunity to emphasize the duty, patriotic and economic, of buying at home. The results are already telling in increased sales in the border cities stores, and less money going over the river.

Some Other Problems

So much for one of the biggest problems which the young association tackled at the start and is fighting successfully. Another matter almost as important and perhaps just as far reaching was the question of collections. The border cities merchants owing to their location are placed in a peculiar position. Few cities in Canada have such

a large transient population as is continually going and coming at the border. Some of these people stay in Windsor for a few days or a month or even longer, but they make purchases and they do not always pay. Many of these people may be in Windsor to-day and in Detroit or some American city to-morrow. Most of them are good pay, but there is a percentage of them who were, to put it mildly, "delinquents." Before the association was formed, merchants of the border cities had a good many thousands of dollars out which they were anxious to collect. Much of this was in really small amounts and they were so busy with other business that they neglected going after it.

Has Done Great Work

If the association had done nothing else its existence has been justified by the work it has done in collecting the money due to its members. This work is handled under the direction of Thomas W. Ray, the efficient secretary of the association. Mr. Ray does not believe in any trifling or half way measures in anything he undertakes. His work in connection with the Border Cities Association speaks for itself, and it is a record of which he may well be proud. The collection end of the game is only one of the many things that he has undertaken, but it is a fair sample of the manner in which he sees things through. The main point is that Mr. Ray gets results in the collection system he has devised, and that these results are in nine cases out of ten in the very satisfying form of perfectly good little cheques which are negotiable at any bank. Mr. Ray has some ideas of his own in regard to the distribution of these cheques which show that Field Marshal Foch is not the only strategist in the world. For instance, he wants the members to realize that they can make the credit collection department of the association one of its most useful branches. He also wants every member if possible to attend every meeting, because there is so much good discussion every minute that any member who is not there is a real loser. He figured it out that one sure way of getting busy men to meetings is to give them some money. Every meeting night the secretary has a big bunch of cheques to hand out, the proceeds of his industry in collection work. The members who gave him accounts to collect do not know when they are going to hear from him. In a general way he announced before the meetings that he will have a lot of money to hand out and every merchant who is interested wants to be there and get his.

Makes Full Report

At the meetings Secretary Ray generally has a lot of comments to make on the progress he is making on his collections, or suggestions to the members. There is a lot of food for earnest thought in what he has to say, and the merchants appreciate it. He always urges them to make the fullest use of the Collection Department, and they are doing it. This

year alone. at the rate he is going, Secretary Ray will collect more than \$20,000 for the merchants. When it is considered that probably 95 per cent. of this had been written off by the merchants as a dead loss, and that many of the accounts were outlawed, some idea of the work the secretary is doing may be gained. In order to get the cheques that are coming to them, the merchants must attend the meetings. This is an iron rule with Mr. Ray. If the merchants will not come, he will not give them the money, no matter how much he has for them.

At Small Cost

All that it costs the merchants to have their collections made is ten per cent. of the amount. The secretary is continually devising ways and means of expanding his department. He uses collection letters. He uses persuasion, and he has infinite patience. But there are cases in which patience and persuasion fail. The secretary has encountered



THOMAS RAY

Secretary of the Border Cities Retail Association.

a few of these. With his usual resourcefulness he is meeting them and meeting them effectively.

"I want more power," he told the members at their last meeting. "It is useless for me to tell some of these people that I am going to take action to collect if I do not mean it. It makes a joke out of me and of the association if the weeks drag by and nothing happens, when I told them action would be taken."

There were something over 200 members at the meeting when secretary Ray made the above statement. In a few minutes his difficulty was surmounted. They backed him up to the limit and told him to go as far as he liked, as the entire organization was behind him. What is more they appointed Crown Attorney Rodd, one of the biggest and

best known lawyers in Essex County as the solicitor of the association, with full power to take any action he and the secretary might deem advisable.

Will Be Far Reaching

"You have no idea just how much this will mean," said Secretary Ray. "It will show not only the delinquents but the whole public that this association means business. With an organization of more than 400 members behind us we have a power that is far reaching, and many of these people who might think we were bluffing will be more than pleased to pay up when they see that the matter will be carried into court if necessary. They will tell one another and the example will be good, and it will go a long way toward ending undesirable credits."

Another little plan the secretary is working on to aid the border cities merchants in their collections is to have all cartage agents and others who come in close touch with people who are moving telephone to him at once when anyone is making a change. It has often happened that people in Windsor who owed money quietly slipped over the river to Detroit or some other town and left the Windsor merchants in the lurch. In order to meet this situation the secretary is busy with plans by which he will secure almost instantly the name of any persons who are leaving the city, and also the destination of their goods. If they do not owe anybody any money all will be well, but in case they happen to owe half a dozen members of the association he will be able to pounce upon them and make them settle up before they can get away.

Got Them Together

Here is another little incident which shows the good work the Border Cities Retail Merchants' Association is doing. Not long ago two grocers in a certain section of Windsor fell out and started a cut rate war. The merchants got so enraged at one another that they would not speak. In order to get back at one another they cut and slashed prices mercilessly. The thing became the talk of the city. Citizens were getting goods at prices they never dreamed of before, and at which other firms could not compete. Things were going from bad to worse, and each of the grocers was suffering keenly but in a spirit of stubborn defiance would not stop.

Just here the retail association got busy. It required some manoeuvring and no little strategy to do it, but a committee from the association got the two hostile grocers together unexpectedly in another store, and had a heart to heart talk to them. They pointed out that the cut rate war was senseless, unnecessary and was draining the very life blood out of two good retail firms.

"You two chaps are simply dissipating your profits and are slowly bleeding to death," said one member of the committee to the two belligerents. "Be honest now, aren't you?"

The grocers admitted it and one went

so far as to say that it was a case of the one who had the last drop of blood being the winner.

Good Friends Now

Each member of the committee had something to say to the two grocers and they said it so earnestly and so effectively that the grocers soon saw the folly of their way. The sticking point however was the animosity between them. It was all over some little trifling affair but it had caused fierce bitterness between them. The committee members did some more talking and pointed out that life was too short for such scrapping.

"Here you two get together and shake hands now and call this thing off right now," was the good advice of one member.

And the grocers did so. They shook hands and the cut rate war ended right there. One of the men who was not a member of the association came in soon after and both men are now good friends.

Got In Strong

The members of the Windsor police force not long ago asked the Police Commissioners for a salary increase. At first glance you may wonder just what this has to do with the Retail Merchants' Association. But wait a minute. The policemen explained politely but emphatically that owing to the high cost of living it was imperative that they get more money. The Police Commissioners did not see it that way, and it was not long before members of the force commenced handing in their resignations and getting more lucrative positions elsewhere. Now to the credit of the Windsor police it may be said that they are good men and always on the job. Records show that by their good work they have recovered no less than 87½ per cent. of all stolen goods. There are a lot of goods stolen in Windsor, too, because it is a border point and a big railway centre, and car thieves are busy.

The retail merchants had reason to know just how good the police force was, because in addition to recovering quantities of goods that had been stolen from cars, etc., the policemen were always giving them little suggestions for improving their window and door fasteners, putting lights at the best points in stores and similar little services that meant dollars and cents to the dealers. The police had demonstrated in many ways that they had the interests of the merchants at heart.

Merchants Get Busy

The police when their request for wages was turned down never thought of enlisting the aid of the Retail Merchants' Association. The members of the association however, were wide awake enough to their own interests to see that if all the good men on the police force were allowed to drift away for the sake of a few dollars a month increase

in pay it was not going to be very long before store robberies in Windsor would become frequent, and car robberies a favorite pastime. They saw that instead of 87½ per cent. of the goods being recovered that there would be hardly any, and that in addition, the thefts might increase 200 or 300 per cent. So they got busy. A committee was named and went down at once and discussed the situation with the Police Commissioners. It didn't take them long to convince the police board that it was acting foolishly and against the interests of the community. The policemen got an increase right away, and once more harmony prevailed as a result of the good work of the association. Right here it might be mentioned that the retail interests of all the border cities have no more faithful guardians than the policemen. It is the old story of the bread cast upon the waters.

Growing Steadily

At the present time the association has 420 members and is steadily growing. These 420 members have 2,300 employees. The association is so constituted that there can be only one vote for each business house represented. Employees who are in good standing in the association can attend all meetings and take part in all discussions, but cannot vote. In this way the benefit of their business experience is obtained, and it is often invaluable.

It has been found advisable also to allow such men as bankers, doctors, insurance men and others to become associate members. Many of these men in their daily rounds become possessed of information that is of the utmost value to the association as a whole. On the other hand the association has a big value to the associate members because it brings them into close touch with classes of men whom it is most desirable that they should meet. All associate members have the use of the credit collection department in case they desire it.

Getting Acquainted

The association has adopted a good idea at all its meetings by which everyone present knows who everyone else is, and also what line of business he is in. During the early part of the meetings there is a roll call at which everyone present is required to stand up in his turn and give his name and state briefly his business. Very often prizes are offered for the cleverest response. At the last meeting, for instance, A. W. Cadwell, of the Cadwell Sand and Gravel Co., was awarded the prize for his response which was, "A. W. Cadwell, the man with lots of sand." By this system of having everyone present on his feet at least once during the meetings it has been found that the ice is broken, and that there is a much better spirit in general. At other meetings it often happens that one or two men take possession of the gatherings and no one else ever speaks all evening. There are no long speeches at the border merchants' meetings, and yet everyone is

free to speak on any question he chooses.

Electing Officers

Elections for officers take place the first Tuesday in February. Nominations take place two weeks before, and all must be made in writing. Any one man can only hold one office. The nominee from any of the border towns who receives the highest number of votes from that town is elected. There is one vice-president from each of the border cities, this insures equal representation on the executive.

All officers and committees and members co-operate to the fullest extent in all work. The druggists, for instance, recently by their support and the support of the association protected a member from their section who was wrongly accused by the license inspector under the O. T. A. of violating the law by selling Columbian spirits.

Closed Them Out

The laundry and dry cleaning men got together and decided that those tailors and repair men not having such plants should not reap the benefits of firms which had. It was found that a number of little firms which had no facilities were advertising and making all sorts of claims. For instance, a tailor would advertise that he did dry cleaning, etc., when he had no plant for the work. He would take it and then send the work to a real dry cleaners and collect a profit from the customer. The dry cleaners and laundrymen, in order to protect both the public and themselves from these people took action which resulted in completely stopping this misrepresentation. They refused to take the work and also advertised that the firms listed were the only real firms in the business. The tailors and others endeavoured to get around this by continuing to advertise, and by sending any goods they had to London or Sarnia firms. They soon found however, they were up against a losing game and quit.

Fixed The Hours

Through the association the druggists, grocers, hardware firms and others got together and arranged for early closing hours and half holidays, etc., that were satisfactory.

At the present time the association is taking up such important questions as having the Transient Traders' Act greatly broadened, the enforcement of the act in regard to hawkers, the question of co-operative deliveries, and the teaching in the schools of salesmanship.

The members have taken a most active part in all patriotic work, and in the coming Victory Loan campaign is preparing to maintain its previous records. The various committees are ready at any time to give their time, money, work and influence to any patriotic object. Special committees meet all returned heroes on their arrival, and welcome them and take them home in autos. In the past four months the committees have met and welcomed more than 160,

000 American soldiers who were passing through Canada. Every soldier was provided with stamped picture post cards, cigarettes, chocolates and often with eatables. The advertising value of these postcards to Windsor has been of enormous value, and the committees are constantly receiving letters and cards from the men who are now overseas thanking them for what was done.

Following is a list of the officers: president, Clarence H. Smith, dry goods, Windsor; 1st vice-president, Henry Crouchman, coal merchant, Walkerville; 2nd vice-president, Clarence A. Lanspeary, Windsor, druggist; 3rd vice-president, O. Desrosiers, grocer, Sandwich; 4th vice-president, H. Plant, grocer, Ford City; 5th vice-president, A. J. Wilkinson, druggist, Ojibway; Directors, A. B. Peddie, H. J. Neal; F. L. Howell, J. R. Hewer, George Nairn and H. L. Pratt; secretary-treasurer, T. C. Ray.

Following is the constitution:

BORDER CITIES RETAIL MERCHANTS' ASSOCIATION

Article 1.

Section 1. This Association shall be known as "The Border Cities Retail Merchants' Association."

Section 2. The title, "Border Cities," it is understood, refers to the municipalities of Ford, Walkerville, Windsor, Sandwich and Ojibway.

Article 2.

Objects.

Section 1. To secure closer friendly relationships and good fellowship among our members; to co-operate with each other in the solution of our common problems in various lines of business; to lend assistance towards the solution of problems not directly affecting ourselves but of moment to our fellow merchants to co-operate with other organizations having kindred purposes, for the advancement of commercial interests.

Section 2. To safeguard the interests of all the retail merchants, individually and collectively, in our vicinity.

Section 3. To exert our influence as an association towards the securing of legislation, through municipal, provincial and national legislative bodies, such as may strengthen, advance and protect ourselves as retail merchants.

Protects Members

Section 4. To use our influence against any such legislation that may be proposed in the said legislative bodies, if such legislation seems to be adverse to our own or our national interests.

Section 5. (This section to be included after affiliation with the Dominion Retail Merchants' Association or after incorporation of our own organization). To protect our members by the establishment of a credit reporting department, for the conservation of credits and for the collection of accounts.

Section 6. To endeavor to have the trade of our vicinity confined as far as possible to the retail merchants here, as against the out-of-town mail-order houses, co-operative stores, wholesale houses and retail stores not of our municipalities.

Section 7. To conduct a campaign, through the newspapers or other mediums for the impressing on the consumers of this vicinity their obligations towards the retail merchants who are carrying stocks, employing hands, and doing business for their comfort and convenience here, and.

Section 8. To, as a body, lend our loyal aid towards the enforcement of any legislation that may be made, and which is deemed necessary for the best good of our nation.

Article 3. Membership.

Section 1. There shall be two classes of membership, namely, "Active and "Associate" Members. The Active members are voting members, the Associate members are non-voting, except at such times as by proxy of an absent active member they become for the time being an active member.

Section 2. An active member is one, who, having complied with our scale of membership fees and being in good standing, is either a proprietor of, a partner in, or an active "bona fide" manager of a store or shop, where the business or service is direct to the consumer.

Section 3. An Associate member is one whose place of business or shop is already represented

by an active member with voting power, and who may therefore be another partner to the voting partner, another stockholder of an incorporated company, or an associate manager of an active member. One place of business under separate and distinct management has one vote.

Section 4. To the specified associate members referred to in Section 3, there may be added other associate members who, through interest or wishing to use our credit department, may desire to join our association. The question of eligibility of such is to be decided by the Directors of the Association.

Article 4.

Government.

Section 1. The government of the organization shall be vested in the Board of Directors, consisting of twelve (12) members elected in accordance with the by-laws. Of these twelve directors, there shall be a President, five Vice-Presidents, and there shall be six directors. The five Vice-Presidents shall be representatives of the five municipalities in the Border Cities.

Section 2. A permanent Secretary-Treasurer shall be appointed by the Board of Directors. He shall attend all the meetings but he shall not have voting power.

Section 3. The Board of Directors shall have the power to amend, change, or suspend at any time any article on this constitution or the By-laws that are adopted until such changed constitution or the by-laws is approved and adopted at a meeting of the association, called for that purpose.

Section 4. Parliamentary rules of province shall govern all our meetings.

Section 5. Internal organizations of sections shall be encouraged so that problems peculiar to a line of business may be discussed and the result of such deliberations may be the more concisely laid before the general organization.

By-Laws

Section 1, Article 1. Fees. The fees of this Association are payable annually, within the period of two months from the beginning of a new year of business. Failure to pay the said fees causes the delinquent member to lose his good standing and so deprives him of the privileges of the organization. Proper notice of his delinquency must be sent to such member by the Secretary and if at the end of ten days from date of such notice he still remains delinquent, his membership may be forfeited, unless otherwise ordered by the executive.

Section 2. The scale of fees for active members is graded according to the number of the sales clerks as follows:

Proprietor alone, \$5; with one clerk, \$5; with 2 clerks, \$6; with 3 clerks, \$8; with 4 clerks, \$10; with 5 clerks, \$12; with 6 clerks, \$14; with 7 clerks, \$16; with 8 clerks, \$18; with 9 or more clerks, \$20.

Section 3. Employees who have not attained their majority, and as such may be classed as apprentices, shall not be counted.

Section 4. The fee of all associate members shall be \$5 per annum.

DIMINISHING PROFIT

(Continued from page 110)

figures, checked by the actual inventories of stock, when taken, will give close indication of the facts, for variations in stock, during different seasons of the year, are thus well averaged. When such perpetual stock records are not in use, a fairly accurate estimate of the rate of turnover may be obtained by using the inventories, if these are taken as often as three or four times a year.

It is becoming increasingly evident that the turnover question is of far-reaching importance, especially when the margin of profit on each sale is narrow. Clearly, the business man should know the rate of turnover obtained on the various lines which he sells, and he should know how to compute it accurately. And in formulating his policies of price and turnover, it is desirable that he should do so after a careful study of the demand and of the market for the particular commodities involved.

MODERN CIGARETTE MAKING

(Continued on page 114)

tobacco feeds into its place in right amount. The machine neatly rolls the cigarette round and tight, and a tiny feed takes care of the pure rice-flour paste which seals the cigarette. Speeding along at a 20,000 per day clip, the machine neatly cuts off the cigarettes immediately the pasting process is complete, and they are fed as finished cigarettes into a receiving box.

Cork Tipping is Clever

Turkish cigarettes and some kinds of Virginia cigarettes are cork tipped. The cork-tipping machine does its work very cleverly. Ribbons of finely shaved cork, from the best Spanish cork trees are supplied in reels very like the reels of rice paper. The machine applies adhesive and cuts off the length of cork strip necessary to fit closely around the cigarette end. The cigarettes are fed to the machine complete as they leave the cigarette-making machine and run through the cork-tipping machine at the rate of 6,000 an hour. A girl watches the feed just to see that no cigarette turns sideways or jumps on its way to be cork tipped. As a rule even this help may be dispensed with when the machine is in good trim and the cigarettes come steadily forth cork tipped and ready for boxing.

Inspection and Boxing

Every cigarette is inspected several times during these processes. Each operator watching a machine is authorized to reject defective cigarettes—is indeed expected to reject imperfect workmanship. In the boxing process the inspection is closest of all, and before a cigarette get into its box, whether the box contain ten, fifty, or a hundred cigarettes, it has been so closely inspected by many pairs of sharp and trained eyes that imperfect cigarettes in purchased packages are rare as hens' teeth. The boxing is done by girls and very rapidly. They keep pace with the machines which make 22,000 cigarettes a day as has been stated. After being put up in their packages for the consumer, the cigarettes have the government stamp or Inland Revenue label attached and are further packed in boxes for the retailer and again into packing cases for shipment.

Kept in Summer Atmosphere

Throughout all the processes described the tobacco has been kept and handled in an atmosphere as nearly like summer as possible—not dry parching summer air, but moist warm summer in order that the tobacco may keep sweet, fragrant, and free from dust and brittleness.

Some slight dust is associated with the waste portions of the tobacco when they are discarded as unsuitable for making into smoking tobacco in any form. Stalks of heavy Virginia leaves are discarded. Faulty leaves are discarded, and in the making of Turkish cigarettes the stalks of the leaves—even the tiniest leaves—are discarded. Stalks and waste leaves are burned in the furnaces of the factory, so even the waste of tobacco is destined to go up in smoke.

Handling Fish For Forty Years

A Long Record That Has a Business Value—Making Fish Sales a Factor in Building Trade—Some Interesting Methods of Handling and Display

THE store at present occupied by E. J. Canfield at Woodstock, Ont., has been handling fish for forty-two years. That is a record that is worth something from a business standpoint. With that history behind it, it is a pretty safe assumption that people of that city and district will find it hard to disregard that store when in search of fish to vary to daily menu.

When Mr. Canfield took over the store some five years ago he found a well-established trade in fish, and realizing the advantage of this long record he has made this department one of the features of his business. It amounts to a considerable item too. Of course sales vary. There are times when for one reason and another fish are not greatly in demand. Then perhaps the sales would run around 700 to 800 pounds per week; in other seasons however the store will sell well

over a ton of fish in a week, and that without interfering with the regular store trade. It is a sale that is added on to other sales, and means a profit over and above the regular profit of the grocery business.

Using Fish as a Drawing Card

Moreover it is a drawing card. With the Food Board campaigning for greater consumption of fish it has become the best advertised food product on the market. Sales are growing daily, and many of these fish customers have never been users before; that means that in many cases a new customer is attracted to the store, simply because of this department.

Location of Department a Factor

Mr. Canfield has his fish department just at one side of the door as you enter.

The fish are kept in a sanitary refrigerator case that prevents any smell of fish permeating the store. In addition to this equipment there is a large glass-faced case set into one of the display windows, where fish are constantly on display. This not only affords a very convenient storage for surplus stocks, but at the same time keeps them constantly on display and always within the glance of the passer by, and this without any extra handling. This item alone has been a means of increasing sales to no small extent.

Mr. Canfield states that this department of his business has been eminently satisfactory, and that it is a department moreover whose possibilities have hardly yet been touched. He has depended in a measure on Ontario government fish, but has not found this entirely satisfactory as supplies were not altogether sure, and he has had to look elsewhere on many occasions for his supply. He is confident however that this is a business that while it has certain risks attached, has at the same time a possibility of a substantial profit if rightly handled, and has also a very material assisting influence on other departments of the store.

Enquiry Department

WHEN you become a subscriber to CANADIAN GROCER this is part of the Service you buy. We are glad to be of any assistance to our readers and enquiries are solicited. Cut out the coupon at the bottom of page, fill out and mail to us if you want to know where to buy a certain product, agents for any particular line, manufacturers of a special article, etc.

OVERSEAS BOXES

Will you kindly advise where we can purchase the small cardboard boxes suitable for overseas parcels for the soldiers.—A. L. Perkins & Co., Powassan.

Answer—J. Toben & Sons, Ottawa, Boxes Ltd., Ottawa; Corrugated Paper Box Co., Toronto.

* * *

BUYERS OF WASTE PAPER

Will you kindly give us the names of some of the buyers of waste paper, baled or loose. We read the advice in CANADIAN GROCER of Oct 4th regarding same.—Hutchinson & Foster, Alliston, Ont.

Answer—E. Pullen & Co., 20 Maud St., Toronto.

SELLERS OF ADVERTISING CALENDARS

Will you kindly give me the names of Toronto or Hamilton firms from whom advertising calendars can be purchased.—M. M. Ames, Plainville, Ont.

Answer—Advertising calendars can be bought from the following Toronto firms: We include names of some Hamilton lithographers but not sure whether they turn out calendars: Brown-Searle Printing Co., Toronto; Gerlach-Barklow Co. of Canada, Ltd., Toronto; Rolph & Clark Co., Ltd., Toronto; Smith, David, Engraving & Lithographing Co., Toronto; Stone, Limited, Toronto; Duncan Lithographing Co., Hamilton; Howell Lithographing Co., Hamilton; Reid Press, Ltd., Hamilton; The London Printing & Lithographing Co., London, Ont.

MANUFACTURER SELLING TO CONSUMER

Has a manufacturer of pickles, sauces, etc., the right to sell anyone who has not a wholesale or a retail license.—D. A. Hill, Waterford, Ont.

Answer—Manufacturers of pickles, sauces, etc., have no right to sell to other than a licensed dealer unless they may have secured a retail license to sell to the consumer.

* * *

BUYERS OF DOMESTIC ONIONS

Kindly give me the names of Canadian and American firms that buy domestic cooking onions.—W. L. Queregesser, Brod-hagen, Ont.

Answer—J. J. McCabe, 32 Church St., Toronto, or Fred J. White, Board of Trade Bldg., Toronto, handle these goods.

CANADIAN GROCER,
143-153 University Avenue,
Toronto.

For Subscribers

INFORMATION WANTED

Date.....191....

Please give me information on the following:

Name

Address

Reaching Distant Customers with Autos

How Lamb's Market, Montreal, Speeds Up Delivery—Replaced Eight Horses With Two Autos—Has Held Trade for Forty Years—Selling Sausages at Week End
Big Feature—Maintains Turnover Under War-Time Conditions

PRESENT day requirements call for speed in delivery, especially in the matter of foodstuffs. This has prompted Lamb's Market, Limited, located at 328 University street, Montreal, to supplant their horses and wagons with light auto deliveries, and they find that two of the latter are sufficient to replace the eight horses required before. In speaking with Mr. Lamb recently, CANADIAN GROCER was informed that this change would likely be permanent, not because of the decrease in relative overhead charges, but rather because of the more satisfactory service which can be maintained.

Reaching Remote Points

Mr. Lamb stated that the new service could reach points which he was unable to cover in the previous zone encircled when rigs and horses were used. In fact it was not necessary now to decline an order because it could not be reached in reasonable time and without incurring unreasonable charges. It did, of course, cost more to deliver far out, but one had to deal with this matter on the whole and make nearby deliveries share with the more distant in the proportionate outlay. Incidentally Mr. Lamb emphasized that delivery was one of the greatest problems one had to meet. The public was unreasonable very often, whereas a little more thoughtfulness on their part would prevent their having to send a rig with a small parcel at the eleventh hour.

Relative Delivery Cost

While it has not been possible to definitely figure out the comparative cost of delivery as yet, Mr. Lamb believes that the two auto deliveries will cost about the same for upkeep and operation as he paid before for horses, etc. There may be a slight lowering of charges, but the better service that can be maintained is the feature that appeals to him. He found that his trucks could get around very well all last winter, and as there was a great deal of snow then the experiment bids fair to be a permanent success.

Permanent Trade Held

For thirty years Mr. Lamb has been located in his present store and in the immediate neighborhood for forty years. A great portion of his trade comes from those who have dealt here for years, and with the development of Montreal they have moved farther away. To keep in touch with them it has been necessary to take the old-time service to them and the auto delivery has accomplished this. Of course the telephone has been the connecting link between the store and the far-away customer. Fully 75 per cent of the store's trade is conducted over the wire. To have held one's trade for this

length of time, and to add to it so that 1918 reveals even a larger turnover than that of the year preceding, indicates the appreciation of customers for service. While the passing trade is catered to, the more permanent business above referred to is the one on which the management mostly counts.

Sausages at Week-End

It was observed that the sausage trade of the market was evidently given more attention than usual. This led to the question: "Has your sausage business been satisfactory, and have you been able to develop it?" "Yes, we sell a lot of sausage, and on Fridays and Saturdays this is more active than during the rest of the week," said Mr. Lamb.

Mr. Lamb pointed out that, with meats so very high sausage was a line that sold more readily. They were made up so that there was quite a number of section to the pound. If properly made they were tasty and very convenient for a meal. As a matter of fact they were an economical food with which a large number could be fed and quite satisfied at small expense. And at week-ends they were in favor, for sales were better than in the previous part of the week. Sometimes 75 per cent. of the week's sales of sausage would be disposed of during the period from Friday morning until Saturday night. These were put up in five and ten pound boxes, and on these cardboard boxes the name and address of the firm was printed. The cost of the boxes was small and the contents were kept in an excellent condition. New laid eggs were sold in the same manner, cartons holding one dozen being used.

Of course a large business is conducted as well in vegetables, poultry and meats, fish not being handled at all.

RAISIN CROP AFFECTED BY RAINS

Latest advices from California indicate that recent rains in the raisin belt have done considerable damage to the crop. Deliveries will be reduced considerably on some lines while others are withdrawn from the market altogether.

Indications are that no California Valencias or Fancy Sulphur bleached raisins will be shipped; deliveries of sultanas will also be nil. It is stated that the Government of the United States has taken all standard sultanas and large quantities of 3 Crown loose muscatels and Sun Maid carton seeded. These orders must be filled in full, which will mean reducing the amounts for other sources of trade. A ray of hope is held out in the report which states: "Dependent on weather conditions, it may be possible to make a later delivery of 25 to

30 per cent. on all varieties of layers, clusters and sultanas.

The report on crop conditions indicates an absolute loss of at least 25 per cent. of the entire muscats. In addition to this there will be 15 to 20 per cent. which can be used only for stock food or other purposes. It is still somewhat difficult to accurately estimate exact condition.

Deliveries which it is now estimated it will be possible to make are as follows: Layers and clusters including vineyard run, 25%; 3 Crown and 4 Crown loose muscatels, 50%; Sun Maid carton seeded, 50%; Fancy and extra fancy carton seeded, 50%; Fancy and extra fancy bulk seeded, 50%; Sultanas, none.

Full deliveries will it is thought be possible on the balance of the crop, which includes: Unbleached recleaned Thompsons, cartons and bulk; Soda dipped Thompsons; 1 Crown and 2 Crown loose muscatels; Choice carton seeded (12 oz. and 16 oz.); Baker's Sun Maid seeded; Malagas and Feherzagos seeded; Loose Valencias.

TORONTO HOTELMEN PROTEST SMALL SUGAR ALLOWANCE

At a meeting of Toronto hotelmen and restaurateurs recently a resolution was passed recommending that the Canada Food Board allow three pounds of sugar for ninety meals instead of two pounds as at present. G. W. Haworth, managing steward of the Walker House, called attention to the fact that certain food restrictions were not being carried out to the letter in some hotels and restaurants.

In this connection he cited the use in many places of spaghetti and macaroni, which are not supposed to be used. Many people demanded these varieties of food. For the protection of the hotelman he thought special protection cards should be issued by the Canada Food Board, to be signed by people who insisted upon obtaining certain articles of food under ban. These cards would be forwarded to the Canada Food Board and the latter could deal with the people who wanted certain lines of food that are on the restricted list. It was pointed out that this would save a lot of argument and the time of employees. The proposal was adopted.

The association decided to ask that the hour for the evening meal be changed from 5.30 to 8.30 p.m. to 5 to 8 o'clock. Modification regulating the serving of beef will also be asked for. J. E. Walsh presided.

HE KNEW WHERE

"Don't cry, little boy. You'll get your reward in the end."

"I s'pose so. That's where I allus do git it."

CURRENT NEWS OF THE WEEK

Canadian Grocer Will Appreciate Items of News from Readers for This Page

Maritime

W. C. White, a member of the office staff of Baird & Peters, Ltd., St. John, before going overseas with a siege battery, has been invalidated home. He was wounded at Vimy Ridge.

Royden E. Steeves, manager of the Steeves Company's general store in Hillsboro, N. B., until he enlisted, died this week in the military hospital in St. John of pneumonia.

Albert E. McLaughlin, manager of the A. E. McLaughlin Company store in Hillsboro, N. B., and one of the leading residents of the community, died on Oct. 17, as a result of an attack of influenza.

In a fire which wiped out a whole block in the business district of Woodstock, N. B., and which for a time threatened the whole town, total loss was sustained among others by Jas. McGuire, groceries; T. Bradley, fruit and confectionery; Harold Walhaupter, meat market; Mrs. Stanley Smith, groceries. Little insurance was carried as the rate in that section of the town was very high.

While the province of Nova Scotia and particularly the city of Halifax, has found it necessary to put some general restrictions on the business hours of mercantile establishments as well as other concerns, New Brunswick has been content with closing the churches, schools, and places of amusement and letting the business houses proceed as usual during the influenza epidemic. The desire to avoid contagion by mixing with crowds is reducing shopping in some cases but the grocers feel this influence rather less than any other line. Three meals a day must be prepared whether there is an epidemic or not. As a precaution merchants have been advised to instruct their delivery men not to enter houses, but merely to hand the goods in at the doors.

Quebec

Henry Mailloux, grocer, Montreal, is dead.

Henri Lebrun, general store, St. Canute, is dead.

Noe Bourassa, wholesale meat dealer, Montreal, is dead.

Emile Menard, wholesale dealer in margarine, Montreal, is dead.

Among the Montreal victims of the "flu," Antonio Gumond, an employee of Gunn, Langlois & Co., died last week.

L. Bricault, eastern representative for Small's, Limited, and a well-known traveller, died last week from the effects of influenza.

Hector Gumond, an employee of Gunn, Langlois & Co., Ltd., Montreal, died last week, a victim of the Spanish influenza.

P. J. BOXER TO MANAGE W. H. ESCOTT CO.

To Succeed the Late W. H. Escott Who Died Last Week

P. J. Boxer has taken over the management of W. H. Escott Co., Ltd., wholesale grocery brokers, Winnipeg, the head of which firm, W. H. Escott, died of pneumonia last week. Speaking to CANADIAN GROCER, Mr. Boxer stated that the business would be conducted the same as formerly, and that Mr. Escott's interests were still in the business.

Mr. Boxer has been in the grocery business for the past eighteen years, and is familiar with conditions in Western Canada. He started in business with the Codville Co., Ltd., Winnipeg office. Later he went to Brandon as a traveller for the same house. His next move was to Los Angeles, Cal., where he was employed by Libby, McNeil & Libby, Ltd., returning to Winnipeg to enter the employment of the W. H. Escott Co., Ltd., with whom he has been for the past four years. Lately he has held the position of sales manager with this firm.

The funeral of W. H. Escott took place on Wednesday afternoon, October 16, to Elmwood cemetery. Later the body will be interred at London, Ont. The impression was given that the funeral was to be a private one, especially on account of an order issued recently by the city council prohibiting meetings of any kind, owing to the prevalence of influenza. However, the trade were well represented, both by brokers and wholesale grocers.

There were a number of magnificent floral tributes, these coming from many of the large manufacturers represented by Mr. Escott, showing the high esteem in which he was held by his principals. There were also wreaths from the Masonic Order, Carleton Club, of which he was a member, and from many of the brokers and wholesale grocers.

S. W. Ewing of S. H. Ewing and Sons, confined for some time with the grippe, is again able to resume his duties this week.

A. A. Strang of Strang Brothers, Winnipeg, manufacturers of shoe polishes, was a caller this week at the Montreal office of CANADIAN GROCER.

W. H. Halford, managing director of the Meiji Trading Co., Montreal, returned this week from New York. Mr. Halford was greatly impressed with fervid interest of all, even the kiddies, in the prosecution of the Liberty Loan.

Owing to the influenza epidemic some of the large wholesale houses have with-

drawn their travellers from certain territories for the time being.

H. H. Cossitt, with S. H. Ewing & Sons, has been laid up for the past few days with the grippe.

W. J. Wilson, representative for S. H. Ewing and Sons, has been detained at home from his territory this week, through illness at home.

Geo. E. Loiselle of the freight department of Hudon Hebert and Co., Ltd., and an esteemed employee for about 20 years, died last week of Spanish influenza. Mr. Loiselle was ill but a few days.

Among the businesses registered recently in the province of Quebec are:—The Main Meat Market; Montreal Cereal & Milling Co., Ltd., and Mrs. A. Sturman, grocer; Frank Robert, Ltd., general provision and fruit.

Ontario

M. D. Turner, Toronto, has sold out to Hanson & Son.

Hugh McKibbin, grocery merchant, Hamilton, is dead.

Frederick Rollason, butcher, Toronto, has sold out to O. R. Charlton.

Ernest Seeds, grocer, Toronto, has sold out to Benjamin Kelly.

John McEwen, general store, Moncrief, has sold out to K. Rathwell.

C. W. Cresswell, general store, Martintown, has sold to T. R. Craig.

M. D. Turner, grocer, Toronto, has been succeeded by Harrison & Son.

The Maunders Milling Company, Lindsay, have obtained a charter.

H. C. McEwen, grocer and baker, Westport, has sold out to J. D. Adams.

R. W. Crawford, groceries, etc., Cobden, has been succeeded by W. J. Crawford.

Mrs. Arthur Potter, grocery and meats, Toronto, has sold out to Peter Creek.

Provost & Cholette, general store, Plantagenet Springs, have discontinued business.

W. D. Craig, vice-president of the Craig Co., Ltd., general store, Ridgetown, Ont., is dead.

Porteous & Major, grocery and transfer, have dissolved partnership. H. Porteous continuing the business.

R. M. Ellsworth, recently associated with W. T. Ellsworth & Sons, Ridgetown, grocery merchants, is now deceased.

John Matthews, Sunnidale Corners, has sold out his mercantile stock and premises to Walter Somers, of Toronto, who gets possession in October.

John Spiers of Sandwich is dead at the age of 65 years. Mr. Spiers conducted a general store for over 25 years

and in addition as postmaster and agent for the G.N.W. Telegraph Co.

W. H. Harding, for many years a traveller for A. M. Smith & Co., wholesale grocers, London, Ont., succumbed to illness last Friday. The late Mr. Harding covered London, Huron, and Bruce territory, being well thought of by his employers and the trade on whom he called.

Western

T. S. Rhodes, meats, Calgary, Alta., has sold out.

T. T. Kennedy, confectionery, etc., Edmonton, Alta., has discontinued.

E. Bowers, grocer, Mawer, Sask., recently suffered fire loss.

R. J. Cornell, grocer, Brandon, Man., has discontinued business.

Mrs. E. C. Hind, meats, Calgary, Alta., has disposed of her business.

Martin Woolf & Son, Cardston, Alta., have discontinued their meat business.

Mrs. S. Bowen, Grande Prairie, Alta., has sold out her confectionery business.

Harry Olyan, general store, Vegreville, Alta., has sold business to Jos. Gaulin.

Jos. Gaulin & Co., general store, Duvernay, Alta., has been succeeded by S. Ancoin.

B. Henderson, butcher, Admiral, Sask., has been succeeded by G. A. Matteson.

W. G. Ross, manager for W. H. Escott & Co., in Saskatoon was a visitor in Winnipeg last week.

T. B. Escott, London, Ont., returned home last week end after attending the funeral of his nephew, W. H. Escott, at Winnipeg, Manitoba.

J. L. Forrest, manager in Saskatoon for Watson & Truesdale, Winnipeg, has been seriously ill, being a patient at the hospital in Saskatoon.

T. H. Kaveney, manager at Regina for W. H. Escott & Co., Ltd., has been confined to his home for the past two weeks but is showing some improvement.

H. Hirst, sales manager for W. Clarke Ltd. Montreal has returned to headquarters after calling on the branches of W. L. Mackenzie & Co., Ltd., in Western Canada. He also visited the firm's office in Vancouver.

H. H. KELLER "FLU" VICTIM

Henry Hooper Keller, of Montreal, treasurer of the Philip Morris Tobacco Company, died at St. Roch's hospital, St. Boniface, Man., October 12. His death was attributed to Spanish "flue." Mr. Keller was 37 years old. He was taken ill while bound for Winnipeg and was conveyed to the hospital on his arrival. The remains were sent east for interment.

INCORPORATIONS

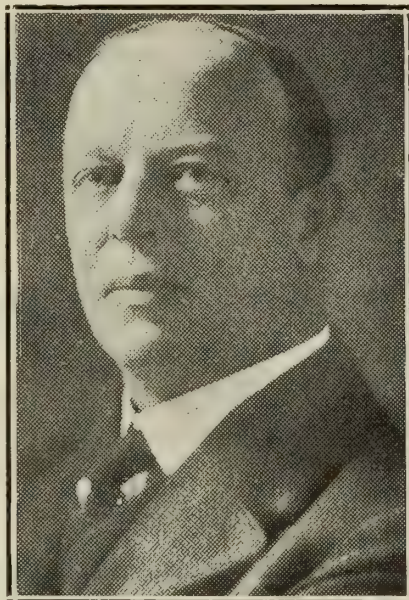
Sudbury, Ont.—Davis Bros., Limited, have been incorporated with a capital of \$40,000 to carry on a confectionery, fruit and jewelry business.

Toronto.—The Dominion Cone Company, Limited, has been incorporated, the capital stock to be \$40,000.

A. H. DALRYMPLE DEAD

A victim of the prevailing epidemic was A. H. Dalrymple, a member of the firm of James Dalrymple & Sons, produce merchants, 660 St. Paul Street, West, Montreal.

Mr. Dalrymple was taken ill with influenza on Wednesday last and the malady developed into pneumonia to which he succumbed.



The late Albert Henry Dalrymple

He leaves a widow, nee Miss Jennie E. Taylor, also of Montreal, and two brothers and two sisters, as follows: John E. Dalrymple, vice-president of the Grand Trunk Railway, Charles R. Dalrymple, a partner in the firm, Mrs. George M. Cole, Montreal West, and Mrs. E. D. Miller, Toronto.

The late Mr. Dalrymple was very widely known in Montreal business and social circles. He was born and educated in that city, and in business in the downtown section all his life. He had been a member of the council of the Board of Trade. For many years he was a member of St. Andrew's Church, Westmount, and he was also chairman of the board of management of that church.

HOME ON FURLOUGH

Colonel John A. Gunn, C.M.G., D.S.O., president Gunns, Ltd., Toronto, returned to his home this past week on a couple of months' furlough. Col. Gunn has put in four strenuous years of war service, including active service in France where his splendid leadership won for him the D.S.O. Early this year he was appointed chairman of a committee to give effect to the new scheme of allocation and conservation of Canadian man-power in England. Last June Col. Gunn was remembered in the King's birthday honors by the award of the order C.M.G., Companion of the Order of St. Michael and St. George. At present he is visiting his family in Toronto, his mother residing at 3 Rose-dale Road.

NEW CHAIN OF STORES

Some Canadian and U. S. Business Men Unite—Likely to Start in Short Time

CANADIAN GROCER learns that a group of Canadian business men in association with several Americans who have had experience in chain grocery stores are about to start in the retail grocery business on a considerable scale throughout Canada. It is their intention according to one of them to commence operations within the next few weeks.

They state that practically all their arrangements for establishing the stores have been completed.

Concord, New Hampshire, is the home of the United States promoters.

YOUNG SALESMAN DEAD

R. L. Harrison, head salesman for Dunn-Hortop Limited, Toronto, died at the Wellesley Hospital last week from pneumonia following an attack of Spanish influenza. He had been with the firm a number of years and was well acquainted among the retail and wholesale trade in Ontario. Mr. Harrison was twenty-nine years of age and born at Walkerton, Ont. He is survived by a widow. He will undoubtedly be greatly missed by his fellow travelers as well as by the trade upon whom he called.

GOES WEST AGAIN

E. H. Rowantree, who for the past four years has been Toronto manager for the Canada Starch Co., left last week for Vancouver where he will represent this company in addition to conducting a general brokerage business. Mr. Rowantree spent four years in Vancouver prior to accepting his Toronto post so his return there will be to familiar surroundings.

BECOMES VANCOUVER MANAGER

T. D. Stark, formerly of Winnipeg and latterly of Nelson, has arrived in the city and has taken over the management of the local branch of A. Macdonald & Co., wholesale grocers, in place of A. Barclay, who died recently. For the past ten years Mr. Stark has been manager of the branch at Nelson and before that was attached to the Winnipeg staff, which is the headquarters for the West.

INCREASE NET PROFIT

The Canada Food Board has increased the net profit on bran and shorts sold by flour and feed merchants, operative to-day. Fifteen cents profits in place of 10 cents is allowed on sales by the bag, and \$3 in place of \$2 when sales are made by the ton. There has been no change in profit when sales are made direct from the car. A special committee of the Retail Merchants' Association interviewed the Food Board, asking that additional profit be allowed.

WEEKLY GROCERY MARKET REPORTS

Statements From Buying Centres

THE MARKETS AT A GLANCE

DAMAGE to the raisin crop by the recent rains is now known to have been fairly heavy. This means that deliveries of some lines will be cut down from 50 to 75 per cent., while no deliveries of others are expected. Fancy sulphur bleached and California Valencias along with Sultanas are the lines which it is thought will be off this market.

Crop conditions show an absolute loss of at least 25 per cent. of the entire muscatels and in addition to this there will be 15 to 20 per cent. which can be used only for stock food and other purposes. It is indicated government orders, which represent a healthy tonnage, must be filled in full, thus reducing amounts for other trade.

The sugar situation shows no easing away as yet. Scarcity of labor, still further influenced by the epidemic of sickness, is curtailing activities on the beet crop, so that relief looked for in this quarter cannot materialize at present. The urgent consuming demand has eased off somewhat but all offerings are quickly absorbed.

MONTREAL—Markets are steady and this week has seen advances made for rosins, dried apricots, raisins, candles, crisco, stove and shoe polishes, cleansers, flake tapioca, red raspberries, etc. The position of most lines is firm.

Declines were made in barley feeds and for catsup in gallon cans.

The situation with regard to dried fruits is very difficult and importers fear that they will not be able to get supplies along that have been shipped them.

From a trading standpoint, business has been much affected by the sickness epidemic, for, not only have staffs been sorely depleted, but there has also been a real interference with the volume of trade all around. This is a general expression of conditions as they obtain.

Supplies have been well maintained, all things considered, and the jobbers are taking care of customers well. Sugar is still scarce.

TORONTO—Lower prices have been named on various lines of corn products during the week following the easing away of market on corn. Cornmeal is down 35c per 98-lb. bag in some quarters and an easing away in corn flour prices is also noticeable. Rolled oats is down 10c per 90-lb. bag and oatmeal 15c per 98-lb. bag. A decline in hominy grits amounting to 25c and pearl hominy of 50c per 98-lb. bag has also been recorded.

Sharp advances made in oranges and lemons last week have been maintained and superseded, levels now prevailing being record figures

for these two fruits. Box apples from Western United States points and British Columbia are coming along quite freely though prices range at high levels. Local barrel apples are strong and now in very good supply. Potatoes have registered a decline of 50c bag this week.

Nuts are ruling with a very firm undertone and a further stiffening in prices on walnuts in the shell is noticeable.

A feverish tone is noticeable in the spice market though all lines seem a shade firmer. Cloves are very scarce and very firm and the same is true of nutmegs and tartar, both of which are very hard to get.

Higher levels on coffee are expected almost any day. The present basis of sale locally is below replacement value and that another one or two cents will be added to prices is the feeling now prevailing.

A little larger margin of profit has been allowed dealers handling mill feeds. The margin now permitted is 15c in bag lots in place of 10c and \$3.00 in ton lots as against \$2.00 formerly ruling.

WINNIPEG—It is very hard to get coffee at the present time and it is expected that all lines will advance in price in a very short time. One firm this week advanced its prices from 2 to 5 cents a pound. The advance is caused by the jump of 40 per cent. in price of Brazilian coffee, while Central American and other brands have advanced in proportion. The reason for the advance is because holders are holding their coffee and it is hard to get boats for shipping purposes. The advance in price made by the local firm does not cover the increase, and it is expected that further advances will be made soon.

There was a very fair trade throughout the week in fruits. There was very little change in prices with no expectations of an advance for some time according to dealers. Apples and pears are the main lines at the present time. The grape situation is very bad. It has been very hard to get a large stock of this fruit, the California crop being a failure on account of the rains while the Ontario crop is almost over with the exception of Rogers. Grapes are very high in price. Dealers report that the apple movement is good. There was very little change in the vegetable situation throughout the week with prices on all commodities remaining at the same level.

The tea situation locally throughout the week is without change with prices continuing firm. Dealers expect no change in price, but if there is any it will be of an upward tendency.

QUEBEC MARKETS

MONTREAL, Oct. 23.—Grocery markets are affected considerably through the general epidemic. Many are laid aside and the situation is not promising for the immediate present.

Shoe Polishes Higher; Special Lines Too

Montreal.
POLISHES, SPECIALTIES.—Adjusted prices are made for Sultana line of shoe polishes. These are selling at \$10.50 per gross in one quarter, the former price being \$8 per gross on No. 4. No. 12 is now \$15 per gross. Stove pipe varnish of the same make advanced from \$1.30 to \$1.95, and ink of this make is 60c per doz. Laundry glue of the same make is up 25c to \$3.05, and Ladies Glycerine shoe dressing is now \$1.35 and Ladies Own \$2.50.

Cleanser, Crisco, Rosin, Higher

Montreal.
VARIOUS LINES.—Advances are made for various lines. Old Dutch Cleanser is quoted at \$4.25 per case; Crisco is selling at \$10.70 per case, and white rosin at 7½c per pound. "G" rosin is also higher at 7c per pound.

Candles Marked Up, Also Vermicelli

Montreal.
CANDLES, VERMICELLI.—Advances are made for paraffine candles. Sixes in layers are now 18c, and 12's in layers 18½c. Vermicelli and macaroni of Catteli make are priced in one quarter at 9c per pound, this being an advance by this jobber of 1c per pound.

Sugar Unchanged; Raw Supply Light

Montreal.
SUGAR.—Very little change has been made in the situation and the outlook is not encouraging for augmented supplies. Of course the fruit season is drawing to a close and this means that there must be less demand on stocks soon, if not already. Jobbers are now on a restricted basis and their outgo to the trade is being carefully checked through the reports they have to furnish the government. No changes of any kind are made.

Atlantic Sugar Company, extra granulated sugars, 100 lbs.	9 50
Acadia Sugar Refinery, extra granulated	9 50
St. Lawrence Sugar Refinery	9 50
Canada Sugar Refinery	8 75
Dominion Sugar Co., Ltd., crystal granulated	9 50
Special icing, barrels	9 30-9 40
Icing (25-lb. boxes)	9 60-9 80
Icing (50-lb. boxes)	9 50-9 60
Diamond icing	9 10
Yellow, No. 1	8 90-9 20
Yellow, No. 2 (Golden)	8 70-9 00
Yellow, No. 3	8 60-8 90
Powdered, barrels	9 20-9 30
Paris lumps, barrels	9 85-10 20
Paris lumps (50-lb. boxes)	9 65
Paris lumps (25-lb. boxes)	9 85
Crystal diamonds, barrels	10 25
Crystal diamonds (boxes 100 lbs.)	10 50
Cut loaf (50-lb. boxes)	10 50-10 60
Cut loaf (25-lb. boxes)	10 70-10 80

Gallon Catsup \$7.95; Good Movement

Montreal.
CANNED GOODS.—Canned catsup in gallon cans is down to \$7.95 per doz. from \$9.50. This is in accordance with the position recently attained on tomatoes. Red raspberries are high, the latest price quoted on these is \$4.17½ to \$4.20 per dozen. There is a very good seasonable movement of canned goods generally and supplies are maintained on a good basis.

Salmon Sockeye—	
"Clover Leaf," ½-lb. flats	2 45
Sovereign, 1-lb. flats	4 50
Do., ½-lb. flats	2 30
1 lb. flats	4 62½
1 lb. talls, cases 4 doz., per doz.	4 50
½ flats, cases 8 doz., per doz.	1 50
Chums, 1-lb. talls	2 25
Do., ½s, flat	1 20
Pinks, 1-lb. talls	2 60
Cohoes, 1-lb. talls	3 40
Red Springs, 1-lb. talls	2 70
Red Springs, ½ lb.	2 10
Salmon, Gaspe, Niobe Brand (case of 4 doz.), per doz.	2 25
Canadian sardines (case)	6 75
Norwegian sardines, per case of 100 "¼s"	20 00
Lobsters, ½-lb. tins, doz.	3 60
Canned Vegetables and Fruits—	
Asparagus (Amer.) mammoth green, doz.	4 00
Tomatoes, 1s	0 95
Tomatoes, 3s	2 00
Tomatoes, U.S. pack, 2s	1 40
Tomatoes, 2½s	1 90
Tomatoes, Canadian pack, 2 lb.	2 10
Tomatoes, gallons	7 00
Peas, standards	1 45
Peas, early June	1 57½
Peas, extra fine, 2s	2 35
Do., fancy, 20 oz.	1 57½
Peas, Morens Ex fine	2 25
Beans, golden wax	1 95
Beans, Refugee	1 95
Do., old pack	1 80
Do., new pack	2 00
Corn, 2s, doz.	2 00
Spinach (U.S.), 3s	3 00
Do., (U.S.), gallons	10 00
Corn (on cob, gal. cans), doz.	7 80
Red raspberries, 2s	4 17½
Simcoes	2 75
Red cherries, 2s	2 60
Strawberries, 2s	3 00
Strawberries, 1918 pack (2s)	4 00
Red raspberries, 2s	3 17½
Rhubarb, 2½s	2 60
Blueberries, 2s, doz.	1 85
Blueberries, gallons	7 00
Pumpkins, 2½s	1 60
Pumpkins, 3s	1 75
Pumpkins (gallon), doz.	6 00
Potatoes, Can. Sweet, 2½-lb. tins	2 10
Potatoes, Cal. Sweet, 2-lb. tins	2 75
Carrots, sliced, 2s	1 45
Apples (gallons)	5 00
Peaches, 2s (heavy syrup)	2 00
Peaches, standard grade, 2½ lb.	3 60
Peaches, gallon pie (peeled)	7 60
Peaches, 2s (heavy syrup)	2 00
Pears, No. 2	2 75
Pears, gallon (pie peeled)	7 00
Pineapples, 1½s	2 25
Pineapples, 2s	3 10
Pineapples (grated), 2s	2 90
Greengage plums (light syrup), No. 2	2 25
Loebard plums (heavy syrup), 2s	1 70

Island of Montreal

For outside territories prices range about 3c lower.

Carload lots of 20 puncheons or its equivalent in barrel or half barrels to one buyer, may be sold at "open prices." No discounts will be given.

Plenty Rices Here;

Scarce in States

Montreal.

RICE AND TAPICOA.—The trade

here is fairly active for rices of the various grades, but this is not more than expected, some state. There is enough to meet all needs and the trade will increase as the season advances. In the United States there has been a good deal of activity in the market, and from some points it is reported that the market is quite bare, any grades finding ready sale. The Canadian trade is assured of a fair supply at least for this season. Tapioca is firm and steady, some demand being manifest. Flake tapioca is quoted at 14c to 14½c per pound.

Rice, fancy, per 100 lbs.

Ice Drips—Japan

Carolina

"Texas"

Siam, No. 2

Siam (fancy)

Rangoon "B"

Rangoon CC

Mandarin

Special pickling

Tapioca, per lb. (seed)

Tapioca (Pearl)

Nuts Move Actively

At Firming Prices

Montreal.

NUTS.—Brokers are selling many nuts, notwithstanding the fact that there was a heavy lot of buying weeks ago when prices began to soar. Frequent shipments are received of various kinds, walnuts being the favorite, and these are passing at enhanced prices from week to week. The quotations in the United States are higher in some cases than stock has passed for here, and altogether the market is high and firm, with advancing tendencies prominent.

Almonds (Tara), per lb.

Almonds (shelled)

Almonds (Jordan)

Almonds, Valencia, shelled

Almonds, soft shelled Tarragonas

Brazil nuts (new)

Brazil nuts (med.)

Filberts (Sicily), per lb.

Brazilian in bags

Filberts, Barcelona

Hickory nuts (large and small),

lb.	10	15
Peanuts (roasted)—		
Bon Tons	0 25	0 25
Jumbo	0 25	0 26
Fancys, per lb.	0 24	0 25
Extras, per lb.	0 19	0 20
Shelled, No. 1 Spanish	0 18½	0 19
Shelled, No. 1 Virginia	0 19½	0 20½
Do., No. 2		0 14
Peanuts (salted)—		
Fancy wholes, per lb.	0 40	
Fancy splits, per lb.	0 35	
Salted Spanish, per lb.	0 25	0 27
Pecans (new Jumbo), per lb.	0 28	0 32
Pecans, large, No. 2, polished		0 28
Pecans, New Orleans, No. 2	0 21	0 24
Pecans "paper shell," extra large		
Jumbo		0 60
Walnuts (Grenoble)	0 20	0 29
Walnuts (new Naples)	0 16	0 18
Walnuts (shelled)	0 85	0 95
Walnuts (Spanish)	0 30	0 33
Note—Jobbers sometimes make an added charge to above prices for broken lots.		

Apricots Go Higher; Raisins Firming

Montreal.
DRIED FRUITS.—There is an advancing market for apricots and these are selling, in choice, up to 28c per pound. Slabs are up also to 24½c per pound. Raisins are firming also, the price of bulk seedless being 16½c per pound. The situation regarding future supplies is not altogether bright, latest news revealing the fact that shipments en route from the States will not be permitted through. Trading is fairly good.

Apricots—		
Choice	0 26	0 28
Slabs		0 24½
Fancy		0 30
Apples (evaporated)	0 18	0 20
Peaches (fancy)	0 21	0 23
Faced		0 19
Choice	0 20	0 21
Extra choice	0 21	0 22
12 oz., per pkg.		0 16
Pears		0 18½
Drained Peels (old)—		
Citron	0 46	
Lemon	0 40	
Orange	0 41	
Drained Peels (new)—		
Lemon	0 40	0 41
Orange	0 42	0 43
Citron	0 47	0 48

Raisins—		
Malaga, table box of 22 lbs., 3-crown cluster, \$3.25-\$4.00; 4-crown cluster, \$5.00; 5-crown cluster, \$6.00.		
Muscatsels, loose, 2-crown	0 10½	0 11½
Muscatsels, loose, 3-crown, lb.		0 12½
Cal. Seedless, 15 oz.	0 15½	0 16½
Cal. seedless, loose	0 14½	0 16½
Fancy seeded, 16 oz. pkgs.		0 14
Choice seeded, 16 oz. pkgs.		0 13
Valencias, selected	0 11½	0 11½
Valencias, 4-crown layers		0 11½
Currents, old	0 24	0 29
Cartons		0 32
80 lb. Ainslia		0 28
12 oz.		0 26
Do., new		0 32
Dates, Excelsior, per case	6 84	7 02
Do., Dromedary		7 92
Packages only, Excelsior	0 20	0 20
Packages only	0 19	0 20
Do., Dromedary		0 22
Figs (new), 100 to case	11 00	
Figs (layer), 10-lb. boxes	1 90	2 75
Figs, Spanish (mats)		0 12
Figs, Portuguese (mats)		0 13
Figs, Fancy Cal. White (Choice)—		
Pkgs. 16 oz. (10 pkgs.)	1 75	
Pkgs. 10 oz. (12 pkgs.)	1 45	
Pkgs. 8 oz. (20 pkgs.)	2 00	2 60
Pkgs. 6 oz. (50 pkgs.)	3 60	4 75
Pkgs. 4 oz. (70 pkgs.)	3 70	5 00
Muscatsels, 4-crown, lb.		0 13
Prunes—		
California, 40-50s	0 19	
50-lb. boxes, 80-90s	0 14½	
90-100s		0 13
20-30s		0 25
30-40s		0 20
25-lb. cases, 50-60s		0 18
60-70s		0 17
70-80s	0 15	0 16
80-90s	0 14	0 15
90-100s	0 13	0 13½
Oregon, 30-40s		0 15½
40-50s		0 15½
50-60s		0 12½

Bean Outlook All Right, Prices to Be Fair

Montreal.
BEANS.—Latest advices are to the effect that the bean crop yield is not what it was expected a couple of weeks ago. Even with half a crop it is expected that there will be enough beans to take care of the trade well, and that with Ontario beans coming to hand and Japan grades the prices this fall will be favorable. No changes for the week have been made.

Beans—		
Canadian, hand-picked, bush	7 20	8 10
Ontario, new crop, 3 to 4 lbs.	8 00	9 00
British Columbia		9 00
Brown Beans		7 50
Canadian, 4-5 lb. pickers	7 75	8 00
Japanese	8 00	8 40
Yellow Eyes	8 00	8 50
Rangoon beans, per bushel	7 00	7 50
Lima, per lb.	0 19	0 20
Kidney beans	8 00	8 50
Peas, white soup, per bushel	4 25	4 50
Peas, split, new crop, bag 98 lbs.	8 25	10 50
Harley (pot), per bag 98 lbs.		6 50
Barley, pearl, per bag 98 lbs.	7 50	8 25

Spot Teas Held Firm; Trading Just Fair

Montreal.
TEAS.—The condition of spot teas is a firm one, and it was stated to CAN-

NO DRIED FRUITS IMPORTABLE?

It is apparent that there will be some considerable difficulty in bringing dried fruits forward from the United States. It would appear that shipments already on the way are to be intercepted by the United States War Trade Board, it being intimated that the supplies are wanted for use at home. Late enquiry by CANADIAN GROCER in Montreal revealed the situation as being very unpromising, and the likelihood is that any shipments of raisins, prunes, figs and dates will be held back pending a definite order to divert the same. The situation looks very difficult.

CANADIAN GROCER by one of the largest importers that there is every reason to hold supplies here at firm prices. This is because of the steady and firm position of the producing market, and in Japan the consumption is stated to be higher than it was. Locally, trading has been somewhat interfered with because of the sickness prevalent everywhere.

Ceylon and Indias—		
Pekoe, Souchongs, per lb.	0 47	0 49
Pekoes, per lb.	0 51	0 54
Orange Pekoes	0 55	0 57
Japan Teas—		
Choice	0 65	0 70
Early Picking	0 53	0 58
Javas—		
Pekoes	0 41	0 43
Broken Orange Pekoes	0 43	0 45
Orange Pekoes	0 46	0 49
Inferior grades of broken teas may be had from jobbers on request at favorable prices.		

Canada Has Coffee; Is Selling Well

Montreal.
COFFEE, COCOA.—There is ample stock of coffee here at present to meet the somewhat satisfactory demand. It is expected that there will be enough supply for all requirements of the trade

and with a large surplus of supplies in the South American market, the matter of transportation is the only one that might cause anxiety to the trade. Prices are unchanged. Cocoa is active and selling at unchanged prices, with the tendencies firm.

Coffee, Roasted—		
Bogotas, lb.	0 29½	0 33
Jamaica, lb.	0 25	0 29
Java, lb.	0 39	0 42
Maracaibo, lb.	0 28½	0 31
Mocha, lb.	0 34	0 38
Mexican, lb.	0 23	0 27
Rio, lb.	0 24	0 28
Santos, Bourbon, lb.	0 28	0 31
Santos, lb.	0 27	0 30

Cocoa—		
Bulk cocoa (sweet)	0 25	0 30

Dark Honey Freer; Maple Syrup Firm

Montreal.
HONEY, MAPLE PRODUCTS.—Supplies of buckwheat honey are larger and the better grades of light are said to be absorbed quickly. Prices are consequently held high and there will be no low-priced honey this season. Maple syrup and sugar are not available in big lots and the prices on these are firm and high. Buying prices in the country have been higher this year than ever before and the tendencies are of a firming nature.

Maple Syrup—		
10-lb. cans, 6 in case, per case	\$15 10	
5-lb. cans, 12 in case, per case	17 10	
2½-lb. cans, 24 in case, per case	18 50	

Honey, Clover—		
Comb (fancy)	0 30	
Comb (No. 1)	0 28	
In tins, 60 lbs.	0 26	
30-lb. pails	0 27	
10-lb. pails	0 28	
5-lb. pails	0 28	
Honey—Buckwheat, tins or bbls.	0 23	

White Peppers High; Spices Steady

Montreal.
SPICES.—The markets are steady and firm, with business on a seasonably active basis, excepting for the interference of the sickness prevalent everywhere. White peppers are scarce, and this has made a high price basis for them. The peppers are being allowed to ripen and this is given as the reason for shortage of whites.

	5 and 10-lb. boxes	
Allspice	0 20	0 22
Cassia (pure)	0 35	0 37
Cloves	0 75	0 77
Cream of tartar	0 95	1 00
Ginger	0 30	0 40
Ginger (Cochin or Jamaica)		0 30
Mace	0 80	1 00
Mixed spice	0 30	0 32
Nutmegs	0 45	0 50
Pepper, black	0 42	0 45
Pepper, white	0 48	0 50
Pepper (Cayenne)	0 35	0 37
Pickling spice	0 25	0 27
Paprika	0 65	0 70
Turmeric	0 28	0 30
Tartaric acid, per lb. (crystals or powdered)		1 30
Cardamon seed, per lb., bulk		2 00
Caraway, Dutch, nominal	0 80	0 90
Cinnamon, China, lb.		0 39
Cinnamon, per lb.		0 35
Mustard seed, bulk.	0 35	0 40
Celery seed, bulk		0 70
Shredded coconut, in pails	0 21	0 23
Pimento, whole	0 20	0 22

For spices packed in cartons add 3½ cents a lb. and for spices packed in tin containers add 10 cents per lb.

Much Demand Citrus Fruits; All Firm

Montreal.

FRUITS.—The call for fruit has taxed the capacity of many of the fruit firms selling oranges and lemons. This is a direct result of the influenza epidemic. All fruits are actively in demand and the markets are mostly firm. Grapes are in good demand now and the supplies of the various grades are ample. Prices are favorable and unchanged.

Apples—

No. 1 Alexanders, bbl.	5 50	6 00
No. 2 Alexanders, bbl.		5 00
St. Lawrence (in bbls.), No. 1.	7 00	7 00
Do., Do., No. 2.	5 00	5 00
Wealthy (in bbls.), No. 1	7 00	7 00
Do., Do., No. 2	5 50	6 50
Greenings	6 50	6 50
McIntosh Reds	6 50	6 50
Gravensteins, No. 1	5 00	6 00
Do., No. 2		5 50
Fameuse, No. 1	7 50	7 50
Do., No. 2	6 50	6 50
Bananas (fancy large), bunch.	4 00	4 50
Grapes (California fancy), 4 bask.		3 00
Grapes—		
Blue (6-qt.)	0 45	0 45
Tokays	3 00	3 00
Malagas	2 50	2 50
Grape fruit (fancy Jamaica) ..	3 75	4 75
Grape fruit (fancy Porto Ricos)		
80, 96, 112		5 00
Grape fruit (fancy Porto Ricos)		
54, 46		4 75
Lemons (fancy new Messina) ..	8 00	9 00
Lemons, new Verdellis, 300 size.	4 50	4 50
Lemons (choice)	7 00	8 00
Lemons (California seedless)		8 00
Oranges, Valencia lates	10 50	11 00
Oranges, Valencia lates	10 50	12 00
Oranges (bitter)	4 00	5 00
Oranges, Jamaica	4 75	4 75
Plums (Cal.), crates	3 00	3 00
Do., basket	1 75	2 00
Do., 11-qt. baskets	1 25	1 50
Do., 6-qt. baskets	0 75	1 00
Do., 11-qt. Pears		1 25
Pears, Cal., eating, small box.		4 00
Pears, basket (11-qt.)		1 25
Do., Bartlett's	4 00	5 00
Do., basket		1 25
Peaches—		
No. 1, Canadian—		
11-qt. baskets	1 00	1 25
6-qt. baskets	0 65	0 90

Potatoes Now \$1.75;

Vegetables Active

Montreal.

VEGETABLES.—The markets have still a large and varied supply of local and imported vegetables, and for these good prices are being secured. Potatoes are favorably priced, and some are selling as low as \$1.75 per bag. The grade of the local variety is good and sales made total large. There are few changes this week.

Beans, new string (American)		
basket	2 50	2 50
Beets, new, bag	0 75	1 00
Cauliflower (Montreal), doz.	2 00	2 50
Corn (sweet), doz.	0 25	0 35
Cabbage (Montreal), doz.	0 50	1 00
Carrots, bag	0 85	1 00
Citron	2 00	2 00
Celery (Montreal), doz.	1 00	1 00
Cauliflower (Montreal), doz.	3 00	3 00
Egg plant, doz.	1 00	2 00
Gherkins, box	3 00	3 00
Lettuce, curly (doz.)	0 40	0 50
Lettuce, head	1 00	1 00
Leeks	1 00	1 50
Mint	0 20	0 20
Mushrooms, lb.	0 90	0 90
Onion, spring doz.	0 25	0 25
Onions, Can., bag (70 lbs.)	2 00	2 00
No. 1 Yellow (70 lbs.)	2 50	2 50
No. 1, Red (70 lbs.), crate.	2 50	2 50
Oyster Plant	0 50	0 50
Parsnips, new, bag	1 50	1 50
Parsnips, new, doz. bunches	1 00	1 00
Parsley (Canadian)	0 20	0 20
Potatoes, Montreal new (90-lb. bag)	1 75	2 00
Potatoes (New Brunswick), bag.	1 75	2 00
Potatoes (sweet), hamper	2 75	3 00

Pumpkins (doz.)	2 00	2 00
Romane	0 50	0 50
Rhubarb, doz.	0 25	0 25
Spinach, box	0 75	0 75
Squash (Huber), doz.	2 50	2 50
Turnips, new, per bag.	1 00	1 00
Tomatoes (hothouse), lb.	0 25	0 25
Do., Red, per box	1 25	1 25
Tomatoes, Montreal (box)	2 00	2 00
Do., Rose	2 00	2 00
Vegetable Marrow (doz.)	1 00	1 00
Watercress (Can.)	0 40	0 40

Barley Flour Easier; Substitutes Active

Montreal.

CEREALS, SUBSTITUTE FLOURS.—Declines were made for some of the substitute flours. Barley and rye flours are quite active and much better prices are obtainable on these by those in the market for them. Oatmeal and rolled oats hold well, for there does not seem to be any present surplus of supplies over the orders in hand. Cornmeal is steady and no change has been made from last week, with sales fairly seasonable.

Self-raising flour—

5-lb. pkgs., doz.	2 90	2 90
6-lb. pkgs., doz.	5 70	5 70
Cornmeal, Pure Gold	6 00	6 25
Cornmeal	5 75	6 40
Cornmeal (bolted)	4 25	4 50
Barley, pearl	6 50	7 00
Barley, pot, 98 lbs.	5 25	5 50
Barley (roasted)	7 50	7 50
Barley flour, 98 lbs.	5 25	5 75
Buckwheat flour, 98 lbs.	9 50	9 50
Cornflour, white (2 bags)	10 35	10 35
Corn flour (standard) (2 bags)	9 35	9 35
Do., (bbl.)	9 30	9 30
Rice flour	8 75	9 00
Oat flour (2 bags)	11 00	11 00
Hominy grits, 98 lbs.	6 75	8 00
Hominy, pearl, 98 lbs.	7 50	8 00

ONTARIO MARKETS

TORONTO, October 23.—New prices are out on further lines of canned vegetables and fruit, including corn, tomatoes, plums, pears and peaches. Tomatoes are lower than last year's opening quotations but all fruits show a substantial gain. Deliveries of raisins will be curtailed to some extent according to latest advices.

Little Sugar Coming; Labor Shortage

Toronto.

SUGAR.—There is very little new to report in the situation from that outlined during the past two or three weeks. There is some sugar coming to hand, but there is not enough as yet to provide an easy tone to the question of supplies. The shortage of labor and the epidemic of sickness which is now prevailing throughout the country is having an effect on production and getting goods delivered. There has been no price change recorded for the week, the following basis being now in effect.

Atlantic, extra granulated	9 79	9 79
St. Lawrence, extra granulated.	9 79	9 79
Acadia Sugar Refinery, extra granulated.	9 79	9 79
Can. Sugar Refinery, extra granulated.	9 04	9 04
Dom. Sugar Refinery, extra granulated.	9 79	9 79
Canada Sugar differentials: 50-lb. sacks, 10c over 100-lb. 20-lb. gunnies, 25c advance; 10-lb. gunnies, 40c advance; 5-lb. cartons, 50c advance; 2-lb. cartons, 60c advance. St. Lawrence differentials: In 25-lb. gunnies, 25c over 100 lb.; 20-lb. gunnies, 40c advance; 10-lb. gunnies, 50c advance; 5-lb. gunnies, 60c advance; 5-lb. cartons, 60c advance; 2-lb. cartons, 70c advance. Atlantic differentials: 20-lb. bags, 40c advance over 100		

Graham flour	5 90	6 40
Oatmeal (standard-granulated and fine)	5 70	6 40
Peas, Canadian, boiling, bush.	4 80	5 50
Split peas	9 00	11 25
Rollod oats, 90-lb. bags	5 30	5 50
Rollod oats (family pack.), case	5 50	5 60
Oatmeal (packages) fine cut.	5 75	5 80
Rollod oats (small size), case	2 05	2 12½
Rollod wheat (100-lb. bbls.)	6 75	8 00
Rye flour (Can.), 98 lbs.	6 00	6 25
Do. (American), 98 lbs.	6 85	6 85
Tapioca flour, lb.	0 15	0 15

Feeds Marked Down; Flour Unchanged

Montreal.

FLOUR AND FEEDS.—There was a reduction in the price of barley feed this week, in sympathy with the lowering grain market and quotations, according to the various millings, as given below, are from \$58 to \$61 per ton. Flour is in fairly good demand and the basis is unchanged. It is expected that a basis of buying in mixed cars will shortly be established.

War Standard, Graham and Whole

Wheat Flours—		
Car lots (on track)	11 50	11 50
Car lots (delivered), Bakers.	11 65	11 65
Small lots (delivered)	11 75	11 75
Bran, per ton, car lots on track	37 25	37 25
Shorts, car lots on track	42 25	42 25
Crushed oats	61 00	70 00
Barley meal	58 00	65 00
Barley chop	58 00	65 00
Gluten feed (23% protein)—		
F.O.B. Cardinal	62 00	62 00
F.O.B. Ft. William	60 00	60 00
Feed oats, per bushel	1 03	1 03
Shorts and brand delivered in Montreal \$2 per ton extra.		

lb.; 10-lb. gunnies, 50c advance; 5-lb. cartons, 50c advance; 2-lb. cartons, 70c advance. Acadia sugar differentials: 20-lb. bags, 35c advance over 100 lbs.; 10-lb. gunnies, 45c advance; 5-lb. cartons, 45c advance; 2-lb. cartons, 50c advance. Barrels of granulated and yellow may be had at 6c over above prices, which are for bags. Fancy sugars make a corresponding increase when put up in small packages. No. 1 yellow is 30 to 40c per 100 lbs. under granulated. No. 2 yellow is 10 to 20c per 100 lbs. under No. 1 yellow, and No. 3 yellow 20c to 30c less than No. 1.

Cleaner Up 25c; Other Lines Up

Toronto.

OLD DUTCH, CRISCO.—There has been an advance of 25 cents a case made in Old Dutch cleaner and the new price now prevailing to the trade is \$4.25. A 20 cent. advance is also noticeable in the price of Crisco, this now being invoiced at \$10.70 per case.

Shirriff's marmalade 24-22 oz. jars is quoted at \$4.35 per dozen, loose, and \$4.50 packed. The 4 pound tins are quoted at \$9.60 per dozen loose, and \$10.00 packed.

Molasses Firmly Held; Syrups Steady

Toronto.

MOLASSES, SYRUPS.—It is indicated that price on Barbadoes molasses at primary points is very high and would cost practically as much to import as dealers are now selling this commodity for. As a consequence there has been a cessation of buying, and when present

stocks are exhausted, replacements may have to wait until conditions show some improvement. Syrups are moving forward in very good volume and prices are holding firm and unchanged at levels shown below.

Corn Syrups—		
Barrels, Crown or Bee Hive, per lb.	0 07½	4
Cases, 2-lb. tins, Crown or Bee Hive, 2 doz. in case	4 80	
Cases, 5-lb. tins, Crown or Bee Hive, 1 doz. in case	5 40	
Cases, 10-lb. tins, Crown or Bee Hive, ½ doz. in case	5 10	
Cases, 2-lb. tins, Lily White or White Clover, 2 doz. in case	5 30	
Cases, 5-lb. tins, Lily White or White Clover, 1 doz. in case	5 90	
Cases, 10-lb. tins, Lily White or White Clover, ½ doz. in case	5 60	
Half barrels, ¼ c over bbls.; ¼ bbls., ½ c over bbls.		
Cane Syrups—		
Barrels and half barrels, lb....	0 07½	0 08
Cases, 2-lb. tins, 2 doz. in case		7 00
Molasses—		
Fancy, Barbadoes, barrels	1 05	1 10
Choice Barbadoes, barrels	0 95	1 00
West India, ½ bbls., gal.		0 56
West India, No. 10, kegs		6 50
West India, No. 5, kegs		3 25
Tins, 2-lb., table grade, case 2 doz., Barbadoes		4 90
Tins, 3-lb. table grade, case 2 doz., Barbadoes		6 75
Tins, 5-lb., 1 doz. to case, Barbadoes		5 30
Tins, 10-lb., ½ doz. to case, Barbadoes		5 20
Tins, 2-lb., baking grade, case 2 doz.		5 50
Tins, 3-lb., baking grade, case of 2 doz.		7 40
Tins, 5-lb., baking grade, case of 1 doz.		....
Tins, 10-lb., baking grade, case of ¼ doz.		....
West Indies, 1½, 48s		6 95

Freight Rates a Factor in Prices

Toronto.
CANNED GOODS.—Prices have been adopted on tomatoes, corn, plums, pears, and peaches. These appear complete elsewhere in this issue and are in line with the figures given out in last week's issue of CANADIAN GROCER. It will be noted in the quotations that owing to the increased freight rates the differential wholesalers have to charge between factory prices and competitive points has been changed.

Salmon—		
Sockeye, 1s. doz.	4 00	4 50
Sockeye, ½s. doz.	2 40	2 50
Alaska reds, 1s. doz.	3 75	3 85
Chums, 1-lb. talls	2 35	2 60
Do., ½s. doz.	1 35	1 45
Pinks, 1-lb. talls	2 25	2 60
Do., ½s. doz.	1 35	1 50
Cohoos, ½-lb. tins	1 85	1 90
Cohoos, 1-lb. tins	3 45	3 75
Red springs, 1-lb. talls	3 65	3 95
White springs, 1s. dozen	2 30	2 85
Lobsters, ½-lb. doz.		3 75
Pitchards, 1-lb. talls, doz.		2 15
Canned Vegetables—		
Beets, 3s	1 50	2 30
Tomatoes, 2½s	1 92½	2 10
Peas, standard	1 55	1 95
Peas, early June	1 67½	2 25
Beans, golden wax, doz.	2 00	2 10
Asparagus tips, doz.	3 42½	3 45
Asparagus butts	2 00	2 02½
Corn, 2s, doz.	2 20	2 65
Pumpkins, 2½s	1 80	2 00
Spinach, 2s, doz.		1 90
Do., 2½s, doz.		2 55
Do., 10s, doz.	7 55	7 67½
Succotash, No. 1, doz.	2 00	2 85
Pineapples, sliced, 2s, doz.	3 20	3 50
Do., shredded, 2s, doz.	3 00	3 02½
Rhubarb, preserved, 2s, doz.	2 07½	2 10
Do., preserved, 2½s, doz.	2 65	2 67½
Do., standard, 10s, doz.	4 50	4 52½
Cherries, 2s	2 75	2 90
Peaches, 2s	2 10	2 40
Pears, 2s	1 85	2 00
Plums, Lombard, 2s		1 75
Plums, Green Gage	1 80	1 95
Raspberries, 2s, H.S.		4 50
Strawberries, 2s, H.S.		4 50

Blueberries, 2s	2 10	2 35
Preserved Fruits, Pint Sealers—		
Peaches, pint sealers, doz....	3 40	3 46
Jams—		
Apricot, 4s, each		0 84
Black currants, 16 oz., doz....	3 40	3 90
Do., 4s, each		0 98
Gooseberry, 4s, each		0 84
Peach, 4s, each		0 82
Red currants, 16 oz., doz.		3 45
Raspberries, 16 oz., doz.	3 40	4 25
Do., 4s, each		0 98
Strawberries, 16 oz., doz.	3 90	4 25
Do., 4s, each	1 08	1 10

Raisin Shipments Cut Down; Prunes

Toronto.
DRIED FRUITS.—It has been indicated that buyers who on their original orders bought 20-30, 30-40, along with 100s and over sized prunes will get a percentage of their placings. Those who did not include any of these sizes in their orders will get none at all. Latest advices from the coast indicate that there was considerable damage to the raisin crop, which will result in no California Valencias and no fancy Sulphur bleached raisins being offered for this market. Sultanias are also off the list and delivery on some of the other grades will be materially curtailed. Details available from the coast as affecting the entire raisin crop are given elsewhere in this issue. The outlook generally for dried fruits is none too bright as far as receiving supplies is concerned.

Apples, evaporated, Ontario....	0 18	0 20
Do., do., Nova Scotia		0 17
Apricots, unspiced		0 16½
Do., fancy, 25s		0 30
Do., choice, 25s	0 25	0 27
Do., standard, 25s	0 24	0 26
Candied Peels, American—		
Lemon		0 43½
Orange		0 45½
Citron		0 53
Currants—		
Grecian, per lb.	0 26	0 28
Australians, lb.	0 30	0 35
Dates—		
Excelstor, kgs., 3 doz. in case	6 50	6 75
Dromedary dates, 3 doz. in case	7 50	7 75
Figs—		
Tapa, lb.		....
Malaga, lb.		....
Comadre figs, mats, lb.	0 13	0 14
Cal., 4 oz. pkgs., 70s, case		4 75
Cal., 8 oz., 20s, case	3 00	3 25
Prunes—		
30-40s, per lb., 25s. faced....		0 18
40-50s, per lb., 25s. faced....	0 16½	0 19
50-60s, per lb., 25s. faced....	0 15	0 16½
60-70s, per lb., 25s. faced....	0 13½	0 14
70-80s, per lb., 25s. faced....	0 14½	....
80-90s, per lb., 25s. unfaced....		0 13½
90-100s, per lb., 25s. faced....		0 12½
100-120s, 25s		0 10½
Peaches—		
Standard, 25-lb. box	0 15½	0 17
Choice, 25-lb. boxes	0 18½	0 19
Fancy, 25-lb. boxes		0 22
Practically peeled, 25-lb. boxes.		0 22
Extra fancy		0 23
Raisins—		
California bleached, lb.		0 15
Valencia, Cal.,	0 10½	0 11
Valencia, Spanish		....
Seeded, fancy, 1-lb. packets.	0 12½	0 13½
Seedless, 12-oz. packets	0 12	0 12½
Seedless, 16-oz. packets	0 14	0 15
Seedless, bakers, Thompsons, 50s	0 13½	0 15½

Green Teas Very Strong; Sales Fair

Toronto.
TEAS.—The market on greens is very strong. There is a very fair movement to the trade and prices at primary points are at such a high level that this is reflected to some extent here. The movement of black teas is rather limited, and whereas the replacement value exceeds the present basis of quotations, it is not generally felt that any material revision

in quotations will be made for some little time to come.

Ceylon and Indias—		
Pekoe Souchongs	0 46	0 48
Pekoes	0 48	0 56
Broken Pekoes	0 56	0 58
Orange Pekoes	0 58	0 60
Broken Orange Pekoes	0 60	0 62
Javas—		
Broken Pekoes	0 45	0 48
Japans and Chinas—		
Early pickings, Japans		0 50
Second pickings	0 40	0 48
Hyson Thirds, lb.	0 40	0 48
Do., Seconds	0 50	0 55
Do., sifted	0 50	0 62

Market Rules Firm on Coffee

Toronto.
COFFEE.—Little easing away in the market on coffee is apparent, the undertone to the market being very strong. Replacement on Santos could not be effected at as low a level as this is being sold for in some quarters here. This is a condition which must bring about higher prices and a revision upward is now in process of being adopted. Stocks are none too plentiful, but so far the needs of the trade have very largely been met.

Coffee—		
Bogotas, lb.	0 33	0 36
Guatemala, lb.	0 29	0 31
Maracaibo, lb.	0 30	0 35
Mexican, lb.	0 32	0 36
Jamaica, lb.	0 31	0 36
Blue Mountain Jamaica		0 46
Mocha, Arabian, lb.		....
Rio, lb.	0 26	0 32
Santos, Bourbon, lb.	0 32	0 35
Chicory, lb.		0 25
Cocoa—		
Pure, lb.	0 25	0 30
Sweet, lb.	0 18	0 20

Markets Feverish But Holding Firm

Toronto.
SPICES.—Prices show little change, but the tone of the market is rather feverish. As a matter of fact all lines seem a shade firmer. Pepper is steady and unchanged with cloves scarce and very firm. Nutmegs are very scarce too, and tartar is extremely hard to get.

		Per lb.
Allspice	0 18	0 25
Cassia	0 33	0 45
Cinnamon	0 45	0 60
Cayenne	0 30	0 35
Cloves	0 75	0 85
Ginger	0 30	0 45
Herbs — sage, thyme, parsley, mint, savory, marjoram		
	6 40	0 70
Pastry	0 28	0 40
Pickling spice	0 22	0 30
Mace	0 90	1 10
Peppers, black	0 44	0 46
Peppers, white	0 50	0 55
Paprika, lb.	0 60	0 65
Nutmegs, selects, whole, 100s	0 45	0 50
Do., 80s		0 55
Do., 64s	0 60	0 65
Mustard seed, whole	0 35	0 45
Celery seed, whole		0 75
Coriander, whole	0 25	0 35
Caraway seed, whole	0 90	1 00
Tumeric		0 30
Cream of Tartar—		
French, pure	1 00	1 10
American high test		2 00
2-oz. packages, doz.		3 50
4-oz. packages, doz.		6 75
8 oz. tins, doz.		0 21
Tartarine, barrels, lb.		1 75
Do., 8 oz., doz.		3 25
Do., 16 oz., doz.		....

Chestnuts Offering; All Lines Firm

Toronto.
NUTS.—Canadian chestnuts are being offered to the trade, shipments being ex-

pected this week. Quotations named are at \$2.50 per peck. Grenoble walnuts are very firm, being quoted at 33 to 35c per pound. A wide range of quotations is shown for shelled filberts at 38 to 45c per pound, and there is some indication that shipments to arrive may be slightly easier. The market generally however, may be termed very firm.

Almonds, Tarragonas, lb.	0 27	0 32
Chestnuts, Canadian, peck....	2 50	
Walnuts, Bordeaux	0 28	0 30
Walnuts, Grenobles, lb.	0 33	0 35
Walnuts, Manchurian, lb.		
Filberts, lb.	0 24	0 25
Pecans, lb.	0 25	0 26
Peanuts, Jumbo, roasted	0 24	0 25
Do., Fancy, roasted	0 23	0 24
Brazil nuts, lb.	0 20	0 27
Shelled—		
Almonds, lb.	0 52	0 55
Filberts, lb.	0 38	0 45
Walnuts, lb.	0 78	0 85
Peanuts, Spanish, lb.	0 19	0 20
Do., Chinese, 30-32 to oz.	0 17	0 18
Brazil nuts, lb.		0 85

Bean Situation

Still Undefined

Toronto.

BEANS.—Definite figures are not yet available on the new bean crop and as a result the outlook is uncertain as to just which way the market will swing. However, the feeling exists that lower priced beans may be expected as against prices last year. The percentage of desirable stock will, it is thought, be none too heavy. In the meantime quotations are ruling without change at the following levels.

Ontario, 1-lb. to 2-lb. pickers, bu.	6 50	6 75
Do., hand-picked		8 00
Can. White Kidney Beans, bush.	8 40	9 00
Japanese Kotosashi, per bush.		8 00
Rangoons, per bush.	6 00	6 50
Limas, per pound	0 17½	0 19

Heavy Crop Japan

Rice Looked For

Toronto.

RICES.—Reports to hand indicate that a very heavy crop of Japan rice is expected, but how this will affect the local situation is as yet unknown. The question of feeding Russia may resolve itself into a heavy demand on the rice supply, and the armed forces of Japan in this field will also use up a considerable quantity. Transportation is a factor of course, which must be considered in all deliveries from overseas points and it is indicated that another advance in rates has been made which will very likely offset the lower tendency resulting from a heavy crop. It does not look as though the consumer will get cheaper rice for some time to come.

Texas, fancy, per 100 lbs.	12 50	13 00
Blue Rose Texas, per 100 lbs.	12 75	13 F
Honduras, fancy, per 100 lbs.	13 00	13 50
Siam, fancy, per 100 lbs.	10 50	11 50
Siam, second, per 100 lbs.	10 00	11 00
Japans, fancy, per 100 lbs.	11 00	12 00
Japans, second, per 100 lbs.	10 00	11 00
Chinese XX, per 100 lbs.	9 50	10 50
Do., Simiu		13 00
Do., Mujin, No. 1		12 00
Do., Pakling		11 50
Tapioca, per lb.	0 14	0 15
White Sago	0 14½	0 16

Markets Generally

Firm; Sales Good

Toronto.

PACKAGE GOODS.—The market in all lines rules very firm and whereas fluctuations in the corn market have been noticeable this has not affected

the manufactured products to any great extent as yet. Rolled oats are moving forward fairly well, and the demand for all lines may be said to be normal.

Honey Quiet;

Maple Syrup Normal

Toronto.

HONEY, MAPLE SYRUP.—The market on honey is comparatively quiet. Prices are considered fairly high, and locally the trade is moving along rather narrow channels. Outside points have taken fairly heavy shipments, which has relieved the situation here to some extent. Quotations are ruling without change at figures shown below.

Maple syrup continues along normal lines, there being no new developments reported.

Honey—

Clover, 2½-lb. tins	0 29	
5-lb. tins	0 28	0 28½
10-lb. tins		0 28
Buckwheat, 60-lb. tins	0 27½	0 28
Comb, No. 1, fancy, doz.	3 75	4 25
Do., No. 2, doz.		3 00

Maple Syrup—

No. 1, 10-lb. tins, 6 to case	15 10	
No. 2, 5-lb. tins, 12 to case	17 10	
No. 3, 2½-lb. tins, 24 to case	18 50	
No. 3, 32-oz. bottles, 24 to case	16 70	
Gallon tins, Imperial, per gal.	2 25	
5-gallon tins, Imperial, per tin	10 50	
Barrels, 25 or 40 Imp. gals., gal.	2 00	

Oranges, Lemons

Reach High Levels

Toronto.

FRUIT. — Arrivals of apples from United States points have been reported and the condition of this stock is considered very good. Jonathans and MacIntosh Reds are lines arriving on this market. There have been some fair shipments from British Columbia as well, and it is expected that in another week or two Rome Beauties will be offered here. Florida grape fruit is coming along fairly well. The quality is reported very good, with the demand satisfactory. Prices at primary points are very firm, the recent rains proving a factor which has caused a very strong undertone. In regard to oranges the situation has resolved itself almost entirely into one of supply and demand, Unheard of prices are being asked at eastern points in the United States, and quotations locally have also reached an extremely high level. Prices on lemons are also soaring, the heavy demand being a factor in this condition.

Apples—

Early, 11-qt. basket	0 30	0 50
Do., B.C. Crab, box		2 00
Do., Crab, 11-qt. basket	0 65	0 75
Do., B.C. McIntosh Reds, box	3 25	3 50
Do., B.C. Jonathans, box	3 25	3 50
Do., in Barrels. No. 1 No. 2 No. 3		
Kings	5.00-6.00	4.50-5.00 4.00-4.25
Greenings ..	5.00-5.50	4.50-5.00 4.00-4.25
Wealthy's ..	5 00	4 50 4 00
Colvert's ..	4 50	4 25 3 50
Blenheims ..	5.00-5.50	4.50-5.00 4 00
Ribstons ..	5 00	4 50 4 00
Alexanders ..	5 00	4 50 4 00
Wolf River ..	5 00	4 50 4 00
St. Lawrence ..	5 00	4 50 4 00
Snows	6 50	6 00
C. Pippin ..	5.00-5.50	4.50-5.00 4.00-4.25

Bananas, per lb.	0 06½	0 07
Cranberries, bbls.		13 00
Do., ½ bbls.		6 50

Grapes—

Do., Cal. Emperors, lugs, (box)	4 50	5 50
Do., Do., kegs		8 50
Do., Cal. Malagas, in lugs, box		5 00

Grapefruit—

Florida, 36s, 46s		6 00
Do., 54s, 64s, 72s, 80s.	6 00	6 75
Do., 96s	6 50	7 00

Oranges—

Valencias—		
100s, 126s, 150s	15 00	16 00
176s, 200s, 216s, 250s, 288s.	15 00	16 00
Lemons, Cal., case		13 00
Do., Messina Verdellis, box		8 00
Pineapples—		
Floridas, 30s, 36s, case ..	5 50	6 00
Pears, Cal. Columbias, box.	5 00	5 50

Potatoes Go Lower

Onions Sell Well

Toronto.

VEGETABLES.—Arrivals of sweet potatoes have been good, and the quality of these is generally considered very satisfactory. Prices continue along practically the same basis as that prevailing a week ago. The situation in onions is practically the same, with a very good demand in evidence and the requirements of the trade being met from ample stocks. Tomatoes are pretty well cleaned up, and as yet there is no imported cabbage coming to hand. Local potatoes are easier at \$1.75 per bag.

Cabbage, Can., crate	1 35	
Do., do., doz.	0 75	0 90
Cantaloupes—		
Do., Can., 16s	0 50	0 75
Celery, Fancy Thedford, crates.	4 00	4 50
Corn, doz.		0 25
Cucumbers, Can., basket	0 35	0 50
Gherkins, 6-qt. basket	1 00	1 25
Do., 11-qt. basket	1 50	2 00
Onions, Can. Yellow, 100-lb. bag	2 50	
Parsley, basket	0 40	0 50
Peppers, green, basket	0 40	0 50
Potatoes, New Jersey sweet, ham-		
per		2 50
Potatoes, Canadian, bag		1 75
Quinces, 11s		1 00
Tomatoes, basket	0 50	0 75

Latest Ruling Not

Being Approved

Toronto.

FLOUR. — The latest ruling of the Canada Food Board by which the mills are compelled to ship out substitutes with orders coming to hand and eliminating rolled oats as a substitute is not meeting with general approval from the trade. Merchants who had fairly heavy stocks of substitutes have been given no opportunity to purchase wheat flour to properly apportion their stocks and consequently are placed in a position where they will have to take into stock further stocks of substitutes with every order they place for wheat flour. Many merchants too were pushing sales of rolled oats as a substitute and taking this off the list has placed them in a position where they have heavy stocks with only normal demand to take care of. Altogether it is felt some modification of this ruling might well be adopted.

FLOUR

Government Standard, 74% Extraction.	
Manitoba Wheat Flour, in carload shipments, on track, bbl.	\$11 50

Margin of Profit

Increased on Feeds

Toronto.

MILL FEEDS.—Representations made to Ottawa in connection with the margin of profit allowed dealers on mill feeds has resulted in an increase of 5c per bag to 15c, and in ton lots \$3.00 is now permitted in place of \$2.00 formerly in

vogue. Sales continue to represent a very satisfactory total.
MILL FEEDS—

	In carlots, track
Bran, per ton	\$37 00
Shorts, per ton	42 00

Corn Products

Easier; Hominy Too

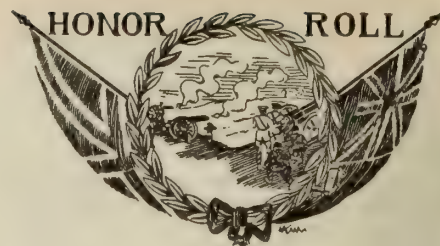
Toronto.

CEREALS.—An easier tone has developed in practically all corn products which is revealed in a lower range of quotations to the trade on corn meal and corn flour. A further decline has been made in hominy, pearl being down 50c and grits 25c in 98 lb. bags. Rolled oats is 10c easier in some quarters at \$5.15 per 90 lb. bag, and oatmeal, 988c, at

\$5.65 is 15c lower. Range of prices now prevailing is given herewith.

	Single Bag	Lots
	F.o.b. Toronto	
Barley, pearl, 98s	6 50	7 00
Barley, pot, 98s	5 00	6 00
Barley Flour, 98s	6 50	6 75
Buckwheat Flour, 98s		
Cornmeal, Golden, 98s	5 15	6 50
Do., fancy yellow, 98s	4 65	5 40
Corn flour, white, bbl.	10 35	11 15
Do., Government standard, bbl.	9 35	10 15
Hominy grits, 98s	6 00	6 60
Hominy, pearl, 98s	5 50	6 60
Rollod oats, 90s	5 15	5 50
Oatmeal, 98s	5 65	6 50
Potato Flour, lb.		0 18
Oat Flour	6 00	6 20
Rollod wheat, 100-lb. bbl.	6 75	7 00
Rice Flour, per 100 lbs.	9 50	12 00
Rye Flour, 98s	6 50	7 25
Peas, split	8 50	9 00
Blue peas	0 11	0 15

Above prices give range of quotations to the retail trade.



Lieut. B. G. Jackson was wounded on Sept. 30. Lt. Jackson, who was a member of the Queen's Own Rifles before the war, went overseas with the 255th Battalion, later transferring to the 75th. He is 24 years old, and was born in Toronto, where he was in the firm of Lever Bros., before going overseas.

Pte. Lawrence Marshall, Kelowna, B. C., has died from an illness following the effects of a wound received in action on Oct. 1. He was a son of W. J. Marshall, Pendozi st. Before he enlisted he was employed by D. D. Campbell, for whom he was both delivery man and store clerk. He had only been in the trenches seven weeks when he received his wound. He was 22 years of age, and a favorite with all who knew him.

Sergt. Frank Adams, 200 Ellsworth avenue, Toronto, has been injured in the right thigh. He came to Toronto 12 years ago from England, and was employed by the Campbell Flour Mills prior to going over with the first contingent.

Pte. John Watt, 14A Hugo street, Toronto, has been wounded in the ankle. He is Scotch by birth, and came to Toronto in 1911. He went overseas in April, 1917. He was formerly a baker for the Canada Bread Co. He enlisted with the 234th Battalion. He has two children.

After serving two years at the front, Pte. George M. Lavery, of 1069 Dufferin street, Toronto, is reported gassed. Pte. Lavery enlisted with the 97th Battalion, and while in England transferred to the 38th Battalion. He is 28 years of age. Previous to enlisting he was an employe of the George Weston Bakery.

After being in hospital following an accident in France, Pte. F. Trebell, formerly of 425 Gunn's road, Toronto, is now listed as wounded. He went overseas with the Toronto Pals, and is about 35 years of age. Before enlisting he worked for the Canadian Swift.

MANITOBA MARKETS

WINNIPEG, Oct. 23.—Very little change is reported in the local grocery trade throughout the week. Prices on nearly all commodities have remained unchanged. A big jump in the price of coffee is expected in the near future.

Grapes Hard to Get;

Apple Movement Good

Winnipeg.

FRUITS.—There was a very fair trade throughout the week in fruits. There was very little change in prices with no expectations of an advance for some time according to dealers. Apples and pears are the main lines at the present time. The grape situation is very bad. It has been very hard to get a large stock of this fruit, the California crop being a failure on account of the rains, while the Ontario crop is almost over with the exception of Rogers. Grapes are very high in price. Dealers report that the apple movement is good.

No Change Expected

In Tea Prices

Winnipeg.

TEAS.—There was very little change in the tea situation locally throughout the week with prices continuing firm. Dealers expect no change in price, but if there is any it will be of an upward tendency.

Big Advance Expected

In All Lines Coffee

Winnipeg.

COFFEE.—It is very hard to get coffee at the present time and it is expected that all lines will advance in price in a very short time. One firm this week advanced its prices from 2 to 5 cents a pound. The advance is caused by the jump of 40 per cent. in price of Brazilian coffee, while Central American and other brands have advanced in proportion. The cause of the advance is because holders are holding their coffee and it is hard to get boats for shipping purposes. The advance in price made by the local firm

does not cover the increase, and it is expected that further advances will be made soon.

Bean Market Shows

Very Little Change

Winnipeg.

BEANS.—There was very little change in the bean situation throughout the week. Stocks are fairly heavy with the demand small.

Rice Market Shows

Decided Firmness

Winnipeg.

RICES.—The rice market was firm all week with prices unchanged from the week previous. The demand for this commodity continues along satisfactory lines.

Extra fancy, Japan, 100-lb. bags	0 10½
Fancy Japan, 100-lb. bags	0 09½
Choice Japan, 100-lb. bags	0 08½
Siam, 100-lb. bags	0 09¼
Tapioca, lb.	0 13½
Sago, lb.	0 11

No Change in Canned

Goods Situation

Winnipeg.

CANNED GOODS.—There was no change in prices on canned goods throughout the week with supplies on all goods fairly good and the demand fair.

Vegetable Situation

Shows No Change

Winnipeg.

VEGETABLES.—There was very little change in the vegetable situation throughout the week with prices on all commodities remaining at the same.

Canadian canners and jobbers purchasing beans, peas or lentils from the United States are advised by the Canada Food Board that they must now submit their orders direct to the Food Administration, grain corporation, 42 Broadway, New York City, where purchases and shipments will be arranged. No order for less than ten thousand pounds, it is stated, will be accepted.

INCREASED STORAGE SPACE

The Williams Storage Co., Winnipeg, on October 15, took over the building at 137 Bannatyne ave., with a capacity of 13,000 square feet. This gives them a total of 70,400 sq. ft. of storage space. The above building was formerly occupied by Maycock & Toms, Ltd.

The main floor and basement will be used as offices by W. G. Patrick & Co., Ltd., and the other floors will provide further space of the Williams Storage Co.

WEEKLY MARKET REPORTS BY WIRE

Statements From Buying Centres, East and West

British Columbia

FROM VANCOUVER, BY WIRE.

Vancouver, Oct. 22.—The rice famine continues, hardly anything but the hard small China rice being on the market. Crops of highland potatoes have been nearly all brought up; a \$60 potato is promised before new crop comes in. Evaporators have been heavy users. Oranges have jumped to \$12 and lemons to \$9.50, orange price being highest ever recorded. Butter is easy, but oleo has advanced to 33½c per pound, car-load importers being badly hampered by strike of C.P.R. freight house.

sugar, pure cane, gran., 100 lbs.	9 45
Flour, war grade, Manitoba, per per bbl., in car lots	10 80
Rice, Siam, No. 1, per ton	4 20
Do., Siam, No. 2	1 85 1 90
Rice, China, 44 lb. mats, No. 1.	1 90 1 95
Do., No. 2	1 75 1 89
Beans, Japanese, per lb.	0 10 0 12
Beans, B.C., white	0 14½ 0 15
Potatoes, per ton	32 00 35 00
Potatoes, lowland	42 00 45 00
Potatoes, ashcroft	0 32½
Lard, pure, in 400-lb. tierces, lb.	0 26¼
Lard compound	0 52
Butter, fresh made creamery, lb.	0 26½
Cheese, Canadian	0 33½
Margarine	0 74
Eggs, new-laid, in cartons, doz.	12 00
Oranges, box	9 50
Lemons	5 25
New Cal. figs, 70 4-oz. pkgs.	0 30
Almonds	0 30
Brazils	0 30
Filberts	0 30
Cal. Walnuts	0 25
Cal. Walnuts, No. 2	0 25
Walnuts, Manchurian	0 25
Peanuts	1 00
Charge for roasting, per sack	

Alberta Markets

FROM CALGARY, BY WIRE.

Calgary, October 22.—Crisco has advanced twenty cents case. Tomatoes, twos and halves, solid pack, quoted at \$3.95 and \$4.00 case. New corn, twos, \$4.90 and \$5.00. Dutch cleanser is up 25 cents case. Prunes are cent higher on all sizes. In some quarters lard advanced half cent pound, making threes now \$18.90. New laid eggs are \$15.00 to \$16.00, storage \$14.00 to \$15.00. Oranges are now \$11.00 case, lemons \$9.50, with further advances in both expected.

Beans, small, ivory, lb.	0 09	0 11
Beans, Kootenashi	8 75	
Flour, 98s, per bbl.	10 95	
Rye flour, 49s, per bbl.	12 20	
Cornmeal, 24s, per bbl.	12 30	
Rolled oats, 80s	4 80	

Rice, Siam, cwt.	9 75	11 00
Rice, Japan	11 00	12 00
Tapioca, lb.	0 14	
Sago, lb.	0 14	
Sugar, pure cane, granulated, cwt.	10 87	
Cheese, No. 1, Ontario, large.	0 26¼	0 27½
Butter, creamery, lb.	0 49	
Do., dairy, lb.	0 35	0 40
Lard, pure, 3s, per case	18 90	
Eggs, new-laid, case	15 00	16 00
Eggs, No. 1 storage, case	14 50	15 00
Candied peel, lemon, lb.	0 34½	
Do., orange, lb.	0 36½	
Do., citron, lb.	0 39½	
Tomatoes, 2½s, stand. case, spot	3 95	4 00
Corn, 2s, case	4 95	5 00
Peas, 2s, standard case	3 60	
Apples, gals., Ontario, case.	2 20	2 85
Strawberries, 2s, Ontario, case.	8 50	8 75
Raspberries, 2s, Ontario, case.	8 50	8 75
Cherries, 2s, red, pitted	6 40	
Apples, evaporated, 50s, lb.	0 21	
Apricots, evaporated, lb.	0 26	0 29
Peaches, evaporated, lb.	0 18	0 20
Peaches, 2s, Ontario, case	4 75	
Salmon, pink, tall, case	9 00	10 25
Salmon, Sockeye, tall, case		
Do., halves		
Potatoes, per ton	29 00	
Oranges, Valencia, case	11 00	
Lemons, case	8 50	

Saskatchewan Markets

FROM REGINA, BY WIRE.

Regina, Oct. 22.—Indications are that fish week will be fully observed throughout Saskatchewan, wholesalers and retailers making a specialty of this product during the week. First butter under the order from Ottawa commandeering the supply from Saskatchewan is being shipped East this week. Eggs are scarce and price is soaring. Poultry coming in and good quality. Potatoes show a sharp advance. Dealers are buying all they can get. Wholesale price now in advance of \$1.00. Saskatoon station open towards end of month.

Beans, small white Japans, bu.	7 50	
Beans, Lima, per lb.		
Flour, standard, 98s	5 55	
Molasses, New Orleans, gal.	0 75	
Rolled oats, bails	4 85	
Rice, Siam, cwt.	9 25	
Sago, lb.	0 12½	
Tapioca, lb.	0 14	
Sugar, pure cane, gran., cwt.	10 69	
Cheese, No. 1 Ontario, large	0 29	
Butter, creamery	0 50	
Lard, pure, 3s, per case	18 00	
Bacon, lb.	0 47½	
Eggs, new-laid	0 40	0 45
Pineapples, case	5 75	
Tomatoes, 3s, standard case.	4 75	5 00
Corn, 2s, standard case	4 85	
Peas, 2s, standard case	3 60	5 20
Apples, gal., Ontario	2 40	2 75
Apples, evaporated, per lb.	0 19¼	
Strawberries, 2s, Ont., case.	8 50	
Raspberries, 2s, Ont., case.	8 70	
Peaches, 2s, Ontario, case	4 65	
Plums, 2s, case	3 40	
Salmon, finest Sockeye, tall, case	18 00	
Salmon, pink, tall, case	9 25	
Pork, American clear, per bbl.	40 75	41 00
Potatoes, bushel	1 00	

New Brunswick Markets

FROM ST. JOHN, BY WIRE.

St. John, N.B., Oct. 22.—Ordinary cornmeal is easier at \$3.65 to \$3.75 per bag. Cheese has gone higher to 27½c to 28c per pound. Eggs are advancing, fresh now 55c to 60c and case 52c to 53c per dozen. Owing to stock being commandeered for military use no red spring salmon on market. Evaporated apples show a reduction of 17c to 17½c per pound. Potatoes coming in more freely \$3.50 to \$3.75. Onions lower, \$1.90 to \$2.10 per 75-lb. bag. Influenza epidemic has created such demand for lemons that stocks almost cleaned out, price advanced to \$12. Short orange crop reflected in higher prices now, \$10 to \$14. No more California peaches on this market. Molasses again advances and is now \$1 to \$1.05 per gallon.

The first consignment of the season's new bran and middlings arrived in the city this week and are, as had been anticipated, high in price. Wholesale quotations are: Bran, \$48 to \$50 per ton, and middlings, \$50 to \$52 per ton. The arrivals were welcomed, as there has been no stock in the wholesalers' warehouses for the last month. Hay stocks are about exhausted also, as new pressed hay has not yet arrived and present prices are from \$22 to \$24 per ton.

ST. JOHN, N.B.:		
Flour, No. 1 patents, bbls., Man.	12 70	
Cornmeal, gran., bags	7 00	
Cornmeal, ordinary, bags	3 65	3 75
Sugar—		
Standard, granulated	9 85	9 90
No. 1, yellow	9 35	9 40
Cheese, N.B., twins	0 27½	0 28
Eggs, fresh, doz.	0 55	0 60
Eggs, case	0 52	0 53
Breakfast bacon	0 35	0 38
Butter, creamery, per lb.	0 48	0 50
Butter, dairy, per lb.	0 45	0 48
Butter, tub		0 42
Margarine	0 30	0 32
Lard, pure, lb.	0 35	0 35½
Lard, compound	0 28	0 28½
American clear pork	56 00	64 00
Beef, corned, 1s	4 90	
Tomatoes, 3s, standard, case	4 40	
Raspberries, 2s, Ont. case	6 20	
Peaches, 2s, standard case	6 00	
Corn, 2s, standard case	4 90	
Peas, standard case	3 30	
Apples, gal., N.B., doz.	4 00	
Strawberries, 2s, Ont., case.	8 20	
Salmon, Red, spring, cases	15 00	
Pinks	11 00	
Cohoes	14 00	
Chums	8 50	
Evaporated apples, per lb.	0 17	0 17½
Peaches, per lb.	0 22	0 23
Potatoes—		
Natives, per bbl.	3 50	3 75
Onions, Can., 75-lb. bags	1 90	2 10
Lemons, Cal., Messina		12 00
Oranges, Cal., case	10 00	14 00
Grapefruit, case	7 50	8 00
Bananas per lb.		0 7
Apples, N.S.	2 00	5 00

PRODUCE and PROVISIONS

Doubling Turnover in Three Years

Location a Big Factor — Service Feature Very Vital — Avoiding Price-Cutting —
Maintaining Window and Interior Display—Prices Plainly Marked—Sausage
Made on Premises—350 Pounds Selling to Special Trade Alone Some Days

FOUR clerks handled \$1,400 worth of business on a recent Saturday in a Montreal provision store. The lines carried are strictly within the term "provisions," so that some idea may be gathered of the counter trade conducted. In a general way, the stock turns 12 times a year.

This business, conducted by the Kavanagh Provision Co., has many good features and the outlook would indicate that the future records will break those of the past and establish new high levels in the matter of turnover and ultimate net profit to the proprietor, T. J. Kavanagh.

An Excellent Location

Some business men have been able to surmount the severe handicap of poor location. Sometimes location is not a factor. In the matter of retail merchandising it very often is vital and altogether indispensable. In any case it is

quite safe to say that a provision business poorly located will stand to lose much of the trade that a proper location would bring it. And this is why the Kavanagh Store, located at the corner of Bleury and Ontario streets, Montreal, has been able to command and retain—and, to greatly increase its business. The spot selected, said one of Mr. Kavanagh's salesmen to CANADIAN GROCER, is one of the very best for this trade in the whole city. And that means that the citizens within range of the store are those who make the most desirable of customers—the kind that pay, and pay promptly.

Service and Sales

Without service the mere matter of location would hardly be sufficient to build a successful business. The two combined make for progress. That is largely why the sales of this store have

doubled within the short space of three years, and the increase has not ceased, nor will it stop here. It is evident that the very best kind of advertising one can wish for is that of a satisfied customer—one who finds courtesy in serving and promptness in delivery, features of their provision store. A woman requiring food requires it quickly and will be satisfied only with a high type of service.

The business of the Kavanagh Provision Co. was taken over from the Matthews-Blackwell Company about three years ago. Mr. Kavanagh had been manager for them, and this proved to be a great advantage. He knew the trade, and was conversant with their tastes. It was, therefore, possible to know what the trade which had been served under his management for many years wanted. It was further possible to select the best customers from the large following of the old firm, and Mr.



A fine produce window display of Kavanagh's, Bleury St., Montreal. The prices appearing are sufficient to indicate that this photo was taken some time ago.



One of the fine interior displays which has always been a selling factor with Kavanagh's.

Kavanagh pointed out to CANADIAN GROCER that, while a fairly large amount of credit business was conducted, this was confined, in great measure, to larger institutions that paid every month—making this trade almost as good as the spot cash trade done over the counter. As a matter of fact, the volume of trade coming from this source made it always worth while to give it close, careful attention.

No Price Cutting Here

"We sell our provisions at a fixed price—or one price to everybody. When we dress our windows a card is used and plain prices given on any line of goods we are showing. This does good work and we do not need to give special prices. The same quotations are made as apply in the store," said Mr. Kavanagh.

It may be wise once in a while to clear a line of goods out, and if so, the reduced price can be made known in the same manner as above, but this is not a regular practice at the Kavanagh store. A fair profit may be added to mostly any line of goods which people require and they are willing to give the storekeeper a fair profit. Possessing a necessary amount of faith in one's selling ability, and the fair price will be no barrier to completing the sale.

Considering that the provision line is somewhat confined when compared

with the well-stocked grocery with variegated array, the store of the Kavanagh Provision Co., has a most tempting stock. It is carefully and neatly arranged. In this way it has a "come in" attraction from the street, and there are undoubtedly many new patrons who have been drawn inside through the well-arranged showing of canned goods, cereals, pickles and other fancy and staple lines. These are arranged at the sides and across the back of the store in such manner as to permit of easy handling, and in addition to this they lend general attractiveness.

The windows are used to good purpose. Owing to the nature of the goods these must be frequently changed. They are fresh and inviting, and food well displayed in a window is quite sure to attract, and many of the articles displayed really sell themselves. Especially is this true when the price appears in plain figures. Some people have a particular dislike to asking prices, while they will frequently buy when prices are indicated.

350 Pounds Sausage in Day

While the representative of CANADIAN GROCER was with Mr. Kavanagh a few days ago, he turned to his sales of sausage for the day. This was an ordinary week day. To some of his larger customers he had sold no fewer than 350 pounds of sausage, and

this was classed as "special" business. Besides the larger orders, a big counter trade would account for considerably more. So large was the trade for sausages sometimes that it was necessary to send out and buy from a competitor, or a large firm.

The most convincing feature regarding the development of the sausage end of this business is that Mr. Kavanagh is able to retain an expert sausage maker and an assistant on this work alone. From morning to night this expert works away, and even then the demand cannot always be met. The secret of the delicious sausage rests with the sausage maker, and he is therefore an important part of the store's daily business. He works away unmolested in a private compartment in the well-lighted basement.

Power Machinery Used

There is plenty of hard work to do in handling meat and provisions, without adding to it by perpetuating old-time methods. Mr. Kavanagh has therefore adopted modern machinery for making his sausage. A large mixer and cutter combined is used, and when hooked up with the electric current it works away while the operator conducts the important part of adding the ingredients in their right proportions. For sausage demand will be governed by the care with which the "batch" is

made up. In addition to this there are some sausages that people particularly want, and these are made according to receipts that have been known to meet the public taste in the past.

In taking fresh meat from the delivery truck to the refrigerator, a well-arranged track runs from the receiving door right in to the refrigerator. Once the load is ready and started it works itself along through a special contrivance attached to the carrier.

Will Instal Refrigerator Plant

As with quite a number of provision men, the Kavanagh Provision Co. has decided to instal during the next few months a complete refrigerator plant. This will entail a considerable outlay, but Mr. Kavanagh figures that it will mean a real saving to him in the long run. In addition to this it is possible to distribute the required low temperature anywhere about the store where required through the pipe system. This permits fish and poultry, butter, eggs and other perishable provisions to be shown in the most attractive way, while still retaining their flavor and keeping in prime condition. The idea in mind is that of preventing waste, and thus maintaining a steady rate of profit, for the leaks that may manifest themselves are those that must closely be watched. A two-ton plant will probably be installed.

Six Deliveries Daily

Realizing the prime need of speedy delivery, Mr. Kavanagh has two auto trucks in service. These are of medium weight, and this is a feature that ought to be fully considered. If one has no hills to climb in making delivery, a light truck will answer well. If there are hills, he will likely find that a larger investment in the heavier truck pays. Hills cannot be climbed without strain on a car, and break-downs are costly. Better to invest a little more in trucks and be able to take the hills without anxiety. The up-keep will soon justify the greater first cost.

In addition to the two auto deliveries, Mr. Kavanagh maintains two single rigs. These are alright for close-in delivery, and they are also useful if a truck becomes disabled or in the winter, if a severe storm makes roads difficult for a car. They are a good reserve alternative.

With the trucks the Kavanagh Co. is able to maintain six deliveries daily, and this should be quite frequent enough to satisfy even the unreasonable customer. They want quick service, and it must be given.

Recent Changes—Telephone

Mr. Kavanagh believes in knowing what one's neighbors are doing. For instance, he went down to New York recently. While there he made it his business to follow up the stores in the same line of business. He was well pleased, in that the methods he had been following were quite as good as any he saw. And, as far as general lay-out and policy is concerned, he said that

he was bound to feel that none were in advance of him. It was nevertheless well to see how others managed, and he advised one to see New York—they do business so quickly there that it was a pleasure to watch them.

In quite a different way, Mr. Kavanagh keeps in touch with others in his line of business and in the grocery trade too. He cannot get out to see them personally, but he keeps in touch with the trade through his weekly trade paper—CANADIAN GROCER. A busy man, until late at night, Mr. Kavanagh, realizing that he owes it to himself to know what others are doing, takes his trade paper home and selects that which will be of most benefit to him and reads it. It pays to know what is going on, and through one's trade paper this is made possible in a special way. Know what your fellow-grocers are doing—it often pays in dollars and cents.

In addition to several telephones, Mr. Kavanagh has one enclosed in a small cabinet, which gives a certain privacy. This is an appreciated convenience, for it enables one to talk without being unduly interrupted. A passing street car makes a lot of noise, and this is done away with in the use of the small cabinet. Very recently, the office was removed from the main floor and placed immediately above the large refrigerator at the back of the store. This has much improved the arrangements, and added room at the extreme back of the store has afforded more storage room. The basement arrangements have also been readjusted with a view to more convenience.

The Fish Department

Fish sales have increased very considerably within recent months. Special mention of the methods used and of the displays made will be made in a subsequent article.

MUST COVER FOODSTUFFS

An order has been put through by the Toronto Civic Health Department under Dr. Hastings in regard to covering fruit and other foodstuffs in stores. It is as follows:—

"It is hereby ordained that on and after the 24th day of October, 1918, it should be unlawful for any vendor in the City of Toronto to sell, hold for sale, or offer for sale, any articles of food that do not require to be submitted to a heat sufficient to destroy disease-producing germs before being used for human consumption, such as cooked meats, pastries, confectionery, etc., without being so safeguarded as to make contamination by insects, dust, dirt or human contamination impossible and that it shall be unlawful for all vendors or clerks to moisten their fingers in their mouths before picking up papers necessary to wrap these food products in. By order of the local Board of Health."

"That's all right, but it does not go far enough," said Dr. Risk. "All along

the streets are stores with grapes and apples exposed—covered over only with a netting. Children buy and eat these unwashed. They don't peel the apples."

Dr. Hastings: "Very true, and if the board feels they should be protected, all right. There is an element of danger, though perhaps not so great. As for meats, we find them in some stores properly protected in glass cases."

New Goods Department

"Saltesea" is the name given a new line of oysters being offered the Canadian trade. These are packed in glass jars and sealed and labelled. Each individual jar has a seal attached when packed and the agents claim that these oysters are brought forward direct from the large producing beds and immediately packed. This line is a unit package of convenient size, packed in the natural liquid. The packers, the Oceanic Oyster Co., Montreal, pack these in cases of jars, for shipment.

NEW MARGARINE FACTORY AT VANCOUVER

The Trifolium Oleomargarine Ltd., Vancouver, B.C., is a new firm in the margarine business in Canada. They expect to have their products on the market at an early date. The factory is situated at 1200 Hamilton street, Vancouver. Workmen are installing machinery.

The managing director, Mr. Anderson, is from Denmark. The manufactured article will be made from peanut oil, palm fat, and fresh milk.

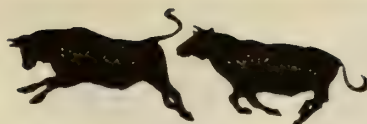
The Robert Gillespie Co., Vancouver, B.C., are the sole selling agents. Robert Gillespie, the head of the firm, was connected for years with a creamery in Scotland. The output of the factory for the first three months it is anticipated will be about 12,000 pounds a week, and after the factory is installed larger quantities will be produced. The firm is also manufacturing a margarine for bakers' special use.

They will be making a special cake margarine as well, suitable for beating up.

The Robert Gillespie Co. will have agents in Alberta, Saskatchewan and Manitoba and will have several men working from the Vancouver end. It is also the intention of the firm to market the products in Ontario and Quebec.

PLEASED AT LAST

Gruff Bachelor (in restaurant—"I am glad to see your baby has kept still at last, madam." Mother—"Yes, sir. You are the only thing that has pleased him since he saw the animals eat at the zoo.")



Speeding Up Fish Sales Profitably

Special Window Displays Responsible For Growth of Fish Department—Care of Fish Necessary—Maintaining Steady Supplies—How Business Trebled in One Year

THE Kavanagh Provision Co., Montreal, has increased its business in fish threefold inside twelve months. This must be gratifying to the management, and many a merchant, located favorably, ought to be able to make his fish department a more attractive one, and more profitable. If a department is not profitable, the wise merchant will do his utmost to make it so, and frequently the methods of one merchant will fit the requirements of another located; it may be, far away.

Special Window Displays

Mr. Kavanagh explained to CANADIAN GROCER that the method of displaying fish in the windows of his store was largely responsible for the increase in turnover above referred to.

The art of window dressing is a real one, and yet it can be so simplified as to lose none of its drawing and selling power. It can also be successfully arranged by many who have thought it beyond them—perseverance, persistence and patience overcoming seeming obstacles. It is well established, as a matter of fact, that simple window displays are frequently the most effective.

The Artistic Side

Of all the fresh fish displays made by Montreal storekeepers who handle fish, none have been seen to surpass in attractiveness the showings of the Kavanagh Provision Co. If it is desired to make a window with real selling value the whole space is given over to this. Platters and trays are sometimes used;

at other times crushed ice is brought in and on this and around it the fish are placed.

In making some of the displays a circular arrangement is followed. The fish look inviting when carefully placed, or even when they are arranged after a less careful plan, they invariably attract. To obtain best results only firm, prime fish should be used. It is worth taking pains to have them as near their original shape and firmness as possible.

When vegetables are handled—and in most cases where fish are one of the leading lines they are also carried—it is well to intersperse some nice firm cauliflower about the window. Cabbage also are good for this purpose. Carrots and beets, spinach, parsnips and many other varieties are ideal. Some green leaves or other greenery often are used here. A little practice will enable the man to whose care the window dressing is entrusted to evolve some very fine displays. This idea has been carried out very successfully in the Kavanagh store, and in addition to the maintenance of a fresh supply it has been the main factor in increasing sales as above outlined.

Night Best For Display

Mr. Kavanagh lays much stress upon the value of displays at night. The dressing of the windows is therefore often done late in the day, and when the electric lights are throwing their rays down passersby are attracted at a time when they are able to view a display carefully—being free from the distractions

surrounding them in the daytime. Price tickets are used and these announce in plain and large figures the sale price of each line. This is another feature that has real value, for one may telephone in the next morning and ask for one of those fresh haddock, cod or halibut shown in the firm's window.

An added advantage is that the fish are not likely to deteriorate in value when displayed only overnight. The crushed ice keeps them in fine shape.

Within the past twelve months sales have been increased three hundred per cent. This has made selling profitable and also permits the selling of fish at a moderate margin of profit.

CURRENTS FROM SMYRNA?

The surrendering habit has reached Smyrna. Currants will not be so scarce in puddings hereafter as they have been of late.—Toronto "Globe."

Strange that daily papers "put their foot in it" so often when referring to matters affecting business. It is from Smyrna of course where our figs come. Almost any school boy knows that the home of the currant is Greece, one of our allies for many months. It is not so much actually finding the goods that makes them scarce and expensive as it is getting them here. Commerce is defined as the taking of goods from where they are plentiful to where they are needed, but just now the wheels, or probably better, the oars of commerce are somewhat tied up.



The fleet of automobiles used by Henry Gatehouse to keep his delivery service up to a high mark of efficiency

TELL THE PEOPLE WHAT YOU HAVE TO SELL!

ALMOST every day some of the women in your district are hearing about O-Cedar Products, and how they lessen the work of housekeeping. They are reading our advertisements in newspapers circulating all over the Dominion, and they are hearing about O-Cedar from their neighbors.

O-Cedar
Polish

You should let them know, in the most forceful way possible, that they can buy O-Cedar Products in your store. There may be dozens of people who would buy O-Cedar from you, if they were simply reminded of it by an attractive window or store display of O-Cedar Mops and O-Cedar Polish.

To give you an idea of how to go about making a good display, we are illustrating one very attractive window trim, made up from a stock of O-Cedar Products and regular O-Cedar display features. Right now is a good time to show O-Cedar. Will you plan to make up a display Monday morning?

Order from your jobber.

See the
O-Cedar
Hardware
Transfers
on this
Window.

Sent Free
on
Request.



CHANNELL CHEMICAL CO., LTD.

369 Sorauren Avenue

Toronto

PEANUTS

Write for
BEST CHINESE SHELLLED
OF ALL GRADES

JAPANESE "CHERRY"
BRAND UNSHELLED

WALNUTS

BEANS

RICE

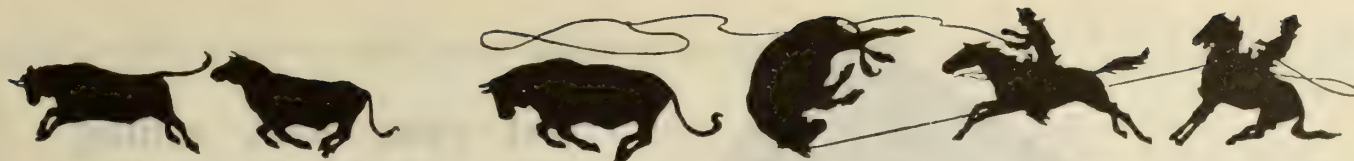
*DIRECT IMPORTERS
FROM
THE ORIENT*

FUJITA & CO., LTD.

VANCOUVER, B.C.

Head Office: KOBE, JAPAN.

Branches: NATE, YOKOHAMA, SEATTLE, TIENTSIN and TSINTOW



Featuring Sausages for Week End Sale

A Business That Has Grown in Favor of Late, and That Shows a Good Profit For a Minimum Risk—Many Merchants Are Featuring These Goods For the Week-end Trade—Some Hints as to the Methods Adopted

THE week end sales in sausages are being made quite a factor in business by many merchants of recent days. It is a trade that has been growing in importance and has been assisted by the prompt delivery of these goods from the packing house just at the time when the merchant is in need of them.

This business has proved especially effective during the winter season, when the average person is ready to eat something a little more substantial than usual as a fortification against the chilly morning air.

Among the merchants who have taken advantage of the opportunities presented by this trade are Wyckoff and Gafeny, London. This firm handles sausages only in the winter time, but during the season they devote a fair share of their attention to this one line, and do their best to call it to the attention of the public.

Novel Window Display Sells These Goods

One of the most effective ways they have discovered of building this trade and of stimulating the trade in all kinds of cooked meats at the same time has been the window display. During the winter season they have periodic displays of these goods in the window, an appetizing array of cooked meats and meat sauces, lettuce and similar salad materials that seem to be naturally the complement of these goods on the menu. Around these goods are draped strings of sausages. These displays call these goods to the attention of the passerby, and that the effect may not be dissipated a somewhat similar counter display is arranged inside the store.

Advertising Also Helps

At the same time emphasis is laid upon these goods in the store's week-end advertising, pointing out how suitable these particular goods are for the week-end fare. That the full advantage of this advertising may be obtained these advertisements are always clipped from the paper and pinned up beside the telephone. This not only assures that there will be no mistake as to any special prices offered, but also is an encouragement to anyone answering the phone to suggest these goods to the person telephoning. In this way a good business

has been built up in this line. It may not be a large item in itself, but it would be a poor Saturday that did not see a sale of upwards of 50 pounds of sausages. And that it is to be remembered is found business, something that the store formerly had not sold, a substantial addition to the provision department's trade.

Another store that has also made quite a feature of this business is A. McCormick and Sons, Richmond street, London.

Mr. McCormick uses sausages as a special in winter time, and by doing so has built up a substantial trade in this line. He and his clerks keep this line constantly before the customers of the store, and often arrange to sell sausages in combination with other lines of goods. It had gained sufficient importance to be a real factor in the business.

A Real Gain In Turnover

N. Barker, Walkerville, has found that the week-end sausage trade is worthy of attention. He features them especially as a week-end trade, and arranges to have a regular supply every Friday for the Friday and Saturday trade. He has found it worth his while to suggest this line to his customers as a week-end fare, as he found that very often sausages were bought in addition to other meats rather than in place of them, and so the sale was a matter of pure gain. There was some variation in the sale according to the time of year, but as the season advanced he made sure of having at least 50 pounds to take care of the week-end demand, and often still larger amounts.

This is a growing trade that many merchants are beginning to find a very profitable item. It is one that does not require any great care, as it is possible to get these goods shipped just in time to reach the grocer for the trade that he desires to serve, and week-end sausages are beginning to be quite a factor.

GOVERNMENT ACTION HINTED

Some of the Sizes of Tin Cans for Various Goods May be Eliminated

There is a report to the effect that the authorities at Ottawa are considering legislation relative to the elimination of

the small sized cans for baking powder and other products. Whether this is true or not cannot be stated, but from the present tin plate situation—as pointed out in a recent issue of CANADIAN GROCER—there should be some action taken along this line.

It is stated that the United States baking powder manufacturers have not agreed to use a substitute for the usual tin can as they contend that tin is vital to the life of the baking powder. They are however, willing to cut out some of the smaller sized tins and thus help in the conservation of tin plate.

Canadian manufacturers should go fully into this question. If they do it is quite likely they will decide to eliminate some of the sizes rather than be forced later on to use pasteboard containers, which, while satisfactory for most lines are not for baking powder, according to those manufacturers who have studied the matter fully. The Canadian government should also take a hand in the problem of conserving more tin plate.

DISPLAYING NUT SHELLS

Goods sell better by display, even such goods as shelled nuts. But they are apt to be too freely sampled to make the displaying profitable. C. O. Gardner, Ridout street, London, has hit upon a scheme for displaying these goods without having this to fear. A number of small wooden boxes are fitted with glass fronts by the simple means of attaching the glass to the front with strips of heavy paper. These boxes are then filled with shelled nuts and candy, and arranged in rows on the display case, making an attractive and effective display.

WHERE TO BUY SUGAR

You would oblige me very much if you could tell me where I could buy sugar. For a good time I used to buy it from a jobber of Quebec, but he is unable to furnish me any more.

A. C. Landry, Mont. Jolic Station, Que.

Answer.—Many merchants are finding it difficult to obtain sugar, and we are at a loss to advise you where it may be obtained. Any wholesaler or the refiners themselves might sell you. It would depend entirely on whether or not they had any surplus on hand after supplying their regular customers.



Get your best selling effort behind the Robinson lines

They're worth it. People everywhere know

Robinson's "Patent" Barley

AND

Robinson's "Patent" Groats

as the Best Foods for Infants and Invalids. They have a quality reputation that pulls quick results from a little display, and each sale means a satisfied customer.

Keep ROBINSON'S in your mind's eye.

Magor, Son & Co., Ltd.

191 St. Paul Street W., Montreal
30 Church Street, Toronto



MADE IN CANADA

Spreads like Butter

Are you selling it?

It is easy to sell Ingersoll Cream Cheese. Its quality is always uniformly good—the kind you can safely recommend.

Ingersoll Cream Cheese comes in nicely labeled, paraffined cartons—good to look at and very sanitary.

Fresh stocks always on hand.

The Ingersoll Packing Company, Limited

INGERSOLL, ONTARIO

Produce, Provision and Fish Markets

PRODUCE AND PROVISION SUMMARY

LIVE hogs are again the feature in the markets this week in a further decline of 25c per cwt. with indications pointing to still lower levels being reached. Just how low a price will be reached is uncertain but the market is undoubtedly weak. Supplies are reaching the markets quite plentifully and this is now enabling packers to overtake accumulation of business on cured meats.

The position of lard is an unchanged one, supplies now being ample to take care of increased business. It is thought market will rule quite steadily now in view of active demand existing.

Prices at which live poultry are being bought have advanced from one to two cents per pound for chickens, ducks and hens. Supplies are coming along freely and will, it is thought, for another week or so. The trade demand is very good and trade conditions generally considered satisfactory.

Sales of fish continue heavy and receipts have been very good. Trout and whitefish are down 1c per pound and herring is also ½c easier. Oysters are in better supply and the requirements of the trade now being met quite readily.

Live Hogs

Down to \$18.50

Montreal.

PROVISIONS.—Hogs took a tumble this week and sold down to \$18.50 per cwt. for live. It is still uncertain as to what the immediate future will reveal for buyers are intent on pulling the market lower if they can accomplish it. The range of prices being paid runs from \$18.50 to \$18.75, and the quality of deliveries is much better with a fairly good demand for pork already developing. Dressed hogs are lower to \$26.50 to \$27.00. Provisions are moving seasonably well and are on a steady and unchanged basis.

Hogs, Dressed—		
Abattoir killed, small	26 50	27 00
Do., heavy, 225-275 lbs.	25 00	
Hogs, live	18 50	18 75
Hams—		
Medium, smoked, per lb.—		
(Weights) 16-25 lbs.	0 35	0 36
Large, per lb. (wgh.) 25-35 lbs.	0 32	0 33
Backs—		
Plain	0 43	0 44
Boneless, per lb.	0 46	0 47
Bacon—		
Breakfast, per lb.	0 43½	0 44
Roll, per lb.	0 33½	0 34½
Dry Salt Meats—		
Long clear bacon, ton lots....	0 29	0 29½
Long clear bacon, small lots..	0 29½	0 30
Fat backs, lb.	0 29½	0 30
Cooked Meats—		
Hams, boiled, per lb.	0 53	0 54
Hams, roast, per lb.		0 54
Shoulders, boiled, per lb.		0 46
Shoulders, roast, per lb.		0 48
Barrel Pork—		
Canadian short cut (bbl.) ..		\$58 00
Clear fat backs (bbl.)		60 00
Short cut clear pork (bbl.) ..		58 00
Heavy mess pork (bbl.)		55 00
Bean pork (bbl.)		54 00

There is ample supply to take care of the trade's requirements and colder weather conditions have made for a more general use of lard all around.

Lard, pure—		
Tierces, 400 lbs., per lb.	0 26½	
Tubs, 50 lbs.	0 27	
Pails, 20 lbs., per lb.	0 27¼	
Bricks, 1 lb., per lb.	0 28¼	

One Quarter Cent More Asked for Shortening

Montreal.

SHORTENING.—An advance of one quarter of a cent per pound is the feature of the week in shortening. There is not a great deal of excess of this product, in fact any increase in demand usually depletes stocks rather quickly. The demand is seasonably good.

Shortening—		
Tierces, 400 lbs., per lb.	0 26½	
Tubs, 50 lbs.	0 27	
Pails, 20 lbs., per lb.	0 27¼	
Bricks, 1 lb., per lb.	0 28¼	

Margarine Very Firm; Higher in Spots

Montreal.

MARGARINE.—While the trade is being supplied on an unchanged basis from that of last week some quarters report a hardening of prices and are asking more—especially for the better grades. There is a good, brisk demand, and those specializing in this product have no complaint to make. Advances are very probable.

Margarine—		
Prints, according to		
quality, lb.	0 30	0 32 0 34
Tubs, according to		
quality, lb.	0 29	0 31 0 33

Butter Price Held While Demand Big

Montreal.

BUTTER.—The market rules steady

and firm, but without change. Under a steady and heavy demand there is every indication of prices holding, but general feeling is that there will not be any undue advance or decline for the immediate future. Storage stock has now to take the brunt of the demand, and from these the sales are being made. Creamery, storage, still holds at 50c.

Butter—		
Creamery prints (storage)....	0 50	
Creamery solids (fresh made)....	0 49	
Dairy prints, choice	0 44	
Dairy, in tubs, choice	0 42	

Cheese Strong; In Good Demand

Montreal.

CHEESE.—A steady demand for cheese at the new advanced prices prevails. The season when its use is greater is now developing so that regular trade will be better in coming weeks. As far as the buying prices in the country are concerned these continue to vary, for the buyers are holding out in many places for top prices and will not always sell. There seems to be every indication of factories prolonging their manufacturing as late as possible this fall. Receipts here to date as from May 1 show a falling off of 82,475 boxes with those of the comparative period of 1917.

Cheese—		
Large, per lb.	0 26	0 27
Twins, per lb.	0 26	0 27
Triplets, per lb.		0 27
Stilton, per lb.		0 29
Fancy, old cheese, per lb.		0 29

New Laid Eggs 65c; Scarce at This

Montreal.

EGGS.—Newlaid are selling at 65c in a jobbing way this week, and at this they are not easy to procure. In fact the receipts are down to a low water mark now and there is little promise of an improvement being effected for some time to come. Local and outside consumption is good and the probability is that this will continue. Receipts of eggs for the season to date are somewhat less than the records show for the same period of 1917, these being about 17,000 cases short.

Eggs—		
New laid	0 65	
Selects	0 53	
No. 1	0 49	
No. 2	0 47	

About 75% Poultry in Poor Condition

Montreal.

POULTRY.—There is a steady and good demand for good poultry at maintained prices, for the quality of the stock received is mostly inferior. This was pointed out to CANADIAN GROCER as an unfortunate condition, since about 75 per cent. of the poultry received was not in condition to kill. If the buyers could secure a better grade of stock the position of the market would improve as far as paying prices are concerned. No changes have been made for the week.

Lard Prices Held; Moves Steadily

Montreal.

LARD.—The undertone of the market holds with demand responsible for this.

	Live	Dressed
Chickens, roast (3-5 lbs.)	.....	\$0 38
Chickens, roast (milk fed)	.....	0 43
Broilers (3-4 lb. pr.)	.....	0 40
DUCKS—		Dressed
Brome Lake	\$0 46	\$0 47
Young Domestic	0 35	0 38
Turkeys (old toms), lb.	0 38	0 40
Turkeys (young)	.....	0 40
Geese	.....	0 30
Old fowls	0 34	0 36

Notwithstanding Few Shipments, Fish Enough

Montreal.

FISH.—Although the sickness epidemic has caused a depletion of working forces on the fishing grounds, it is stated that there will be a good supply of fish for the trade for the immediate future. With oysters and frozen and pickled fish again to the fore, the dealer has a somewhat better variety to offer. Haddock, codfish, mackerel, smelts and flounders are all freer, and prices are steady with practically no change.

SMOKED FISH.

Haddies (fresh cured)	0 14	0 16
Haddies, fillet	0 18	0 20
Smoked herrings med.) per box	0 23	0 24
Smoked cod	.....	0 15
Bloaters, per box 60/100	1 50	2 25
Kippers, per box 40/50	2 25	2 50

SALTED AND PICKLED FISH.

Haddock (per bbl.), 200 lbs.	.....	16 00
Herring (Labrador), per bbl.	14 50	15 00
Herring (Labrador), ½ bbls.	7 50	7 75
Herrings, No. 1 lake (100-lb. keg)	.....	6 00
Salmon (Labrador) per bbl.	27 00	28 00
Do., tierces	.....	38 00
Salmon (B.C. Red)	.....	26 00
Sea Trout, red and pale, per bbl.	20 00	22 00
Sea Trout (½ bbls.)	10 50	13 00
Green Cod, No. 1, per bbl. (med.)	.....	21 00
Green Cod (large bbl.)	.....	22 00
Mackerel, No. 1, per bbl.	.....	32 00
Mackerel (½ bbl.)	.....	16 50
Codfish (skinless), 100-lb. box.	.....	16 00
Codfish, 2-lb. blocks (24-lb. case)	.....	0 18
Codfish (skinless), blks. "Ivory"	.....	0 16
Brand, lb.	.....	0 16
Codfish, boneless, lb. (according to package)	0 16	0 20
Codfish, shredded, 12-lb. box	.....	2 50
Eels, salted	0 11	0 12
Pickled turbot, new, bbls.	16 00	17 00
Do., half barrels	7 50	8 50
Cod, boneless (20-lb. boxes), as to grade	0 14	0 18
Cod, strip (30-lb. boxes)	.....	0 18
Cod, dry (bundles)	.....	16 00

SHRIMPS, LOBSTERS, OYSTERS

Lobsters, medium and large, lb.	.....	0 60
Prawns, lb.	.....	0 40
Shrimps, lb.	.....	0 38
Scallops, per gallon	.....	4 00
Oysters—		
Ordinary, No. 1, gal.	.....	2 75
Cape Cod shell oysters, bbl.	14 00	16 00
5 gal. (wine) cans	.....	13 75
1 gal. (wine) cans	.....	2 60
3 gal. (wine) cans	.....	7 50
Oyster pails (pints), 100	.....	1 50
Oyster pails (quarts), 100	.....	2 10
Clams, med. bbl.	.....	9 00

FRESH FROZEN SEA FISH

Herring, large sea, lb.	0 09	0 10
Herring, frozen, lake, lb.	0 07	0 09
Halibut	0 23	0 24
Halibut (medium)	.....	0 24
Haddock	0 08	0 09
Mackerel	0 15	0 16
Cod—Toms, bbl.	.....	4 00
Cod Steak, fancy, lb.	0 11	0 12
Salmon, red	0 20	0 23
Salmon, pale	0 15	0 16
Salmon, Gaspe	0 26	0 28
Swordfish	0 21	0 22

FRESH FROZEN LAKE FISH

Pike, lb.	0 10½	0 12
Perch	0 12½	0 13
Whitefish, lb.	0 15	0 16
Whitefish (small)	0 09½	0 12½
Lake trout	0 19	0 20
Eels, lb.	.....	0 12
Doree	0 15	0 16

FRESH FISH

Haddock	0 09	0 10
Steak cod	0 11	0 13
Market cod	0 07	0 08
Carp	0 09	0 10

Dore	0 18	0 20
Lake trout	0 19	0 20
Brook trout	.....	0 45
Pike	0 12	0 13
B.C. Calmon	0 26	0 27
Salmon (Gaspe)	0 27	0 28
Gaspereaux, lb.	.....	0 06
Western Halibut	0 24	0 25
Eastern Halibut (chicken)	.....	0 23
Eastern Halibut (med.)	.....	0 26
Flounders	0 08	0 10
Perch	.....	0 09
Bullheads	.....	0 12
Whitefish	0 19	0 20
Whitefish (small)	0 09½	0 12
Eels	.....	0 15
Mackerel, lb.	0 15	0 16
Smelts, No. 1	0 19	0 20
Smelts, No. 2	0 11	0 12
Smelts, No. 2	0 12	0 13
Shad	0 15	0 16
Swordfish	.....	0 25

Live Hogs Go 25c Lower

Toronto.

PROVISIONS.—Another 25c decline has been recorded in live hogs this week, bringing the basis of quotations to \$18.00 per cwt., fed and watered. The run continues to represent a very good total and even somewhat lower price levels would not come as any great surprise.

Dressed meats are all ruling with a steady undertone. It is indicated that only now is the improvement in receipts of live hogs being felt in the cured end of the business to the extent that orders are being caught up somewhat. Prices show no change during the week, the following levels holding:

Hams—		
Medium	0 38	0 39
Large, per lb.	0 34	0 35
Backs—		
Plain	0 46	0 48
Trimmed, with rib in	.....	0 48
Boneless, per lb.	0 50	0 52
Bacon—		
Breakfast, per lb.	0 41	0 46
Roll, per lb.	0 35	0 36
Wiltshire (smoked sides), lb.	0 37½	0 40
Dry Salt Meats—		
Long, clear bacon, av. 50-70, lb.	0 31	0 32
Do., aver. 70-100, lb.	.....	0 30
Fat backs	0 32½	0 34
Cooked Meats—		
Hams, boiled, per lb.	0 53	0 55
Hams, roast, without dressing, per lb.	0 53	0 55
Shoulders, roast, without dressing, per lb.	0 50	0 52
Barrel Pork—		
Mess pork 200 lbs.	50 00	54 00
Short cut backs, bbl., 200 lbs.	58 00	60 00
Pickled rolls, bbl., 200 lbs.	56 00	61 00
Hogs—		
Dressed 70-100 lbs. weight	.....	29 00
Live, off cars	.....	18 25
Live, fed and watered	.....	18 00
Live f.o.b.	.....	17 25

Lard is Steady; Supplies Improving

Toronto.

LARD.—The market is steady and conditions surrounding the lard end of the business are unchanged from that shown a week ago. Supplies at present are very good and the market is expected to rule firmly under influence of an active demand.

Lard, pure, tierces, 400 lbs. \$0 30½ \$0 31½
In 60-lb. tubs, ¼-½c higher than tierces, pails ½-¾c higher than tierces, and 1-lb. prints, 1½-1¾c higher than tierces.

Steady Position in Shortening Held

Toronto.

SHORTENING.—The steadiness in the market is still a feature and no

great change is looked for now that prices on oil are fully established and as long as the supply of oil comes forward in ample volume. Price is unchanged for the week as follows:

Shortening, tierces, 400 lbs., lb., \$0 26
In 60-lb. tubs, ¼-½c per lb. higher than tierces; pails, ¾c higher than tierces, and 1-lb. prints, 1½-1¾c higher than tierces.

Steady Improvement in Margarine Sales

Toronto.

MARGARINE.—A very good demand is in evidence and this is expected to improve as the cooler season advances. Prices have held firm without change during the week and supplies are coming to hand quite freely. The range of quotations follows:

Margarine—

1-lb. prints, No. 1	\$0 33	\$0 34
Do., No. 2	0 31	0 32
Do., No. 3	0 27	0 28
Solids, 1c per lb. less than prints.		

Difficult to Meet Demands

Toronto.

BUTTER.—There is practically no change in the situation here. Prices are ruling firm and unchanged and the greatest difficulty is being experienced by the dealers is getting butter cut and shipped. There is a distinct shortage of help and with the volume of orders coming to hand it is taxing the capacity of the dealers to take care of all orders. There is very little dairy butter offering, this being largely absorbed at the point of production.

Creamery prints	0 51	0 52
Creamery solids	.....	0 51
Dairy prints, fresh separator, lb.	0 49	0 50
Dairy prints, No. 1, lb.	.....	0 46

Few New Eggs; Demand Good

Toronto.

EGGS.—There are very few new laid eggs coming to hand, and dependence has to be placed on storage stock. The range of prices seems to be fairly wide, but this seems to occasion no criticism, and dealers are satisfied if they get delivery of their orders. The situation generally is quite satisfactory, and business is proceeding along splendid lines. Quotations range at the following levels.

Eggs—

New-laid, in cartons, doz.	0 60	0 65
Do., extras	.....	0 59
Do., No. 1 doz.	0 54	0 55
Storage, No. 1, doz.	0 51	0 52
Splits and No. 2, doz.	0 45	0 47

Production Smaller; Sales Maintained

Toronto.

CHEESE.—The total production has fallen below last year's figures and an appeal has been made to the factories to operate for another couple of weeks to overcome this deficit. Stocks on hand are comparatively light and dealers report some difficulty in taking care of business on hand. Quotations range at



A Money-Maker for every dealer

Stock Up Now

There is a great demand for chewing tobacco, from the boys at the front, so be ready. Place your order now.

*Sold by all the
Wholesale Trade*

STAG

CHEWING TOBACCO

"Ever-lasting-ly Good"

With its exceptional quality known to the consumers and the good profits the dealers get from its sales:-

STAG

is one of the biggest paying propositions to the dealers.

Fifty Subscriptions from One Firm

THE International Business Machines Company, of which Mr. Frank E. Mutton is vice-president and general manager, subscribed to 10 copies of THE FINANCIAL POST some months ago—these copies to go to their travelling salesmen. Now this company has increased the number of these subscriptions to 50 because the results of the experimental subscriptions have proved so satisfactory.

Mr. Mutton explained that the object of putting THE POST in the hands of the men of his company was to keep them intelligently acquainted with general business conditions in Canada. He said he knew no better paper than THE POST for the purpose. It would seem that his men have responded fully to effort made to keep them well informed about Canadian business affairs—so much so that the management have added 40 other men to the original 10 to receive THE POST.



FRANK E. MUTTON

When Mr. Mutton was with the National Cash Register Company as its Canadian manager, he was the king of all managers in the matter of sales records. In this position he achieved a big reputation built on solid achievements. He learned salesmanship in a school where competition was of the hottest kind, and where the competitors were brilliant men. Giving Mr. Mutton full credit for superior personal qualities and energy of the most ardent kind, it is taking nothing away from him when it is said that not a little of his success was due to his intimate and sympathetic knowledge of the other man's busi-

ness. And he taught the men associated with him as salesmen to know the point of view and requirements of the men they called on to sell machines to.

As vice-president and general manager of the International Business Machines Company, Mr. Mutton is putting into operation an idea used by him in past days with brilliant results—he is causing his salesmen to know the business and requirements of their prospective customers. To establish points of contact swiftly and surely is one of the open secrets of successful selling.

In the case of **your** solicitations of customers and desired customers, it is excellent strategy to have your salesmen so well informed about business conditions generally, and about the interests of the men they canvass, that they will be able almost instantly to relate their proposals to the interests of the buyer. When a salesman shows himself intimate with the interests or business or objectives of the man whose order he wants, he is immensely strengthened as a salesman, and his percentage of successful canvasses goes steadily up.

Our definite suggestion to you is: Subscribe to THE POST yourself, and learn from its pages how your salesmen or executives can draw power from this newspaper. Then, having acquired the sought-for knowledge, subscribe to THE POST for each man in your service who can profit you by knowing what is in THE POST each week. If Frank Mutton and other prominent executives are making a success of THE POST as a salesman's aid, it is reasonable to suppose that other managers of salesmen and executives can likewise employ THE POST as a producing agent. And so we ask you to sign and forward the coupon below.

Dept. G.G. —143-153 University Ave.,
The MacLean Publishing Company, Limited, Toronto.

Send **me** THE FINANCIAL POST OF CANADA (weekly). Subscription price of \$3 will be remitted on receipt of invoice in the usual way. Have this copy sent to

"SALTESEA" OYSTERS

Direct from Ocean to your table,
absolutely CLEAN and PURE



ALL your particular trade want this package. You can't help but sell them.

Send for sample case, 24 jars, TO-DAY. Or we will send you sample jar for trial.

ACTUAL SIZE

The Oceanic Oyster Company of Canada, Limited

Wholesale Dealers in Oysters EXCLUSIVELY

609 ST. JAMES STREET

MONTREAL, P.Q.

Canada Food Board License No. 1068

If any advertisement interests you, tear it out now and place with letters to be answered.

the higher levels recently established.

Cheese—

New, large	0 26	0 27
Stilton (new)	0 29	0 30
Twins, ¼ lb. higher than large cheese.		
lets ¼ lb. higher than large cheese.		

Higher Prices on Duck, Chickens

Toronto.

POULTRY.—Higher prices are again noticeable on ducks, hens, and spring chickens. This amounts to from 1 cent to 2 cents per pound, as is shown in schedule herewith. Supplies have been coming along quite freely and it is expected that this will be maintained for another couple of weeks.

Prices paid by commission men at Toronto:		
	Live	Dressed
Ducks	\$0 20-\$0 22	\$.....
Ducklings	0 20-	.....
Turkeys	0 30	.....
Roosters	0 20-	.....
Hens, over 4 lbs.	0 23- 0 24	.....
Hens, under 4 lbs.	0 18- 0 20	.....
Chickens, Spring, 2 lbs.		
or over	0 24- 0 25	.....
Squabs, dozen	4 50	.....
Prices quoted to retail trade:		
		Dressed
Hens, light	0 30	0 34
Do., heavy	0 35	0 37
Chickens, spring	0 35	0 40
Ducklings	0 30	0 33
Turkeys	0 36	0 40

Herring Lower; Trout, Whitefish, too

Toronto.

FISH.—Lower prices have been established on herring, quotations now being made to the trade at 7½ to 8 cents per pound. A decline is also noticeable of 1 cent per pound in both fresh trout and whitefish. Supplies are coming along very well and dealers report the demand is maintained at very satisfactory figures. An improvement in the supplies of oysters to reach the local market is noticed and the requirements of the trade are now being taken care of quite satisfactorily.

FRESH SEA FISH

Brills, dressed, lb.	0 10	0 11
Cod Steak, lb.	0 10	0 12
Do., market, lb.	0 09	0 10
Flounders, lb.	0 08	0 11
Flukes	0 15	
Gaspereau, lb.	0 08	0 08½
Halibut, medium, lb.	0 22½	0 23
Do., chicken, lb.	0 21½	0 22
Do., large	0 21½	0 22
Haddock, heads on, lb.	0 09	0 10
Do., headless, lb.	0 10	0 11
Do., Scrod, lb.	0 08	0 08½
Herring, lb.	0 07½	0 08
Mackerel, lb.	0 14	0 16
Plaice, dressed, lb.	0 10	0 11
Smelts, lb.	0 10	0 15½
Tomcods, lb.	0 05	0 05½

FRESH LAKE FISH

Herring, dressed, lb.	0 11	0 12½
Trout, lb.	0 14	0 15
Whitefish, lb.	0 15	0 16

SMOKED FISH

Bloaters, 50 Count, box	2 25
Ciscoes, lb.	0 18
Haddies, chicken	0 12
Do., fillets, lb.	0 17
Do., Finnan, lb.	0 15
Herring, Kipperd, box	1 75
Shrimps, can	1 75

FROZEN SEA FISH

Cod Steak, lb.	0 09½	0 10
Do., market, lb.	0 08½	0 09
Flat Fish, B.C., lb.	0 10	0 11
Haddock, lb.	0 08½	0 09
Mackerel, lb.	0 15	
Halibut, lb.	0 22	0 23
Salmon, Cohoe, lb.	0 20	0 21
Do., Qualla, lb.	0 14	0 15
Do., Red Spring, lb.	0 24	0 25

FROZEN LAKE FISH

Mullets, lb.	0 06	0 06½
Pike, round, lb.	0 09	0 09½
Tulibeels, lb.	0 09	0 09½
Whitefish, lb.	0 15	0 15½

DRY AND PICKLED FISH

Cod, Acadia Strip, box	\$6 00
Do., Halifax Shredded, box	2 20
Herring, Labrador, bbl.	14 00
Do., Do., keg	7 25
Do., Do., No. 4 size	5 60
Do., Do., No. 2 size	2 90
Imperial, 25 lbs., loose, lb.	0 13
Quail on Toast, 24 1-lb. tablets, lb.	0 14
Shrimps, headless, No. 1 size, tin	1 50
Do., Do., No. 3 size, tin	4 20
Skinless Fish, 50s & 100s, lb.	0 15
Sea Trout, keg	12 00
OYSTERS, No. 3 size package	8 85
Do., No. 5 size package	14 50
Do., per gallon	3 10

Live Hogs Now Quoted at \$18

Winnipeg.

PROVISIONS.—The market for dressed meats showed very little change throughout the week. Live hogs have been descending rapidly and are now quoted at \$18. The receipts of hogs at the local market for the past week has been very heavy and it is expected that it will continue for some time.

Prices on Eggs Still Advancing

Winnipeg.

EGGS.—Prices on eggs are steadily advancing and they are now quoted at 50 cents, an advance of two cents over the quotations of last week. Production has fallen off considerably which is reported as the cause of the advance.

Poultry Trade for Week is Better

Winnipeg.

POULTRY.—Trade in poultry was much better this week and supplies are now coming in in large quantities. The demand from the trade is keeping up very well.

SARDINE CATCH DISAPPOINTING

The sardine season, now practically ended, has been to a great extent a failure along the southern New Brunswick coast this year. The immense catches last year encouraged fishermen, and outside speculators as well, to invest heavily this spring in weirs and equipment in preparation for even a bigger harvest. Their expectations were disappointed however and a leading fisherman estimated this week that the losses sustained in balancing the outlay and the receipts in the district around St. John alone would amount to at least \$150,000.

Last season's conditions looked so good that the Booth Fisheries, Ltd., established a large sardine packing plant here this spring in order to share in the business. By the time they were ready to operate the early run was over and since then the catches have been very light. As a result, the factory has had but small quantities of fish to handle.

Owing to the mild weather and the de-

lay in the arrival of the usual fall storms, many fishermen have not yet dismantled their weirs, in the hope of recouping some of their losses and this week a run of sardines brought about thirty hogheads for the harbor weirs.

Various theories are advanced for the absence of the fish in their usual numbers, one of them being the presence of enemy submarines off the mouth of the bay during what should have been the best part of the season, with the consequent use of depth bombs and other disturbing factors which, some of the fishermen say, would scare off the sardines.

SAVE THE WASTE PAPER

A Paper Baler Would Be a Splendid Investment Just Now

The high prices being paid for waste paper should mean that every grocer in Canada should save it. Scrap paper in bales is around \$15.00 per ton, Toronto basis; newspapers \$20.00 per ton; mixed book and magazines \$28.00 per ton, cardboard \$15.00 per ton, etc. These are about double the prices that were existing three or four months ago. They are almost as high as waste paper ever went.

The natural method of saving waste paper is, of course, to use the paper baler. A number of grocers are reported to be installing paper balers to take advantage of the high prices at the present time.

As pointed out in our issue of October 4, it is advisable, where possible, for retailers to club together and send their waste paper to the buyers in quantities. This reduces the freight rate and means better returns.

HAVE FINE STORAGE PLANT

The big frostproof warehouse which is being built by members of the Vernon Fruit Union, under the name of the Vernon Storage Company, Vernon, B.C., is now well under way, and W. A. Cryderman, who is in supervision of the work, expects to have it ready for the roof about the end of the month.

This building is said to be the largest of the kind in the West on either side of the line. It is 400 by 80 feet in size, with a basement the full size of the building. The basement and first storey will be frostproof, and made of hollow tile. It will accommodate about 250 cars of apples for winter storage.

EXPECT GOOD CROP OF MALAGA RAISINS

Hopes of a good crop are encouraged by late reports on the condition of the vines. A production of about 1,000,000 boxes is looked for. Exporters will probably await indications from growers before attempting to fix prices. Speculators are expected to operate cautiously this season, as some of them are yet fairly well stocked with last year's supply. It is estimated that 200,000 boxes of old-crop Muscatels are still held unsold.

Northern Ontario Grocers

An Explanation and our Thanks to You

Before placing **NAGROCEL COFFEE** on the market we realized that—

It must be distinctively labelled.

It must be packed 12 1-lb. tins to a case to meet the requirements of all.

The quality must be of such satisfying goodness as to win your enthusiastic approval and support.

Our facilities for buying, blending and roasting are equal to any in Canada and at much lower cost.

Because our travellers sell innumerable lines in territory only, which we serve better and at less expense than any of our competitors, our selling cost is reduced to the minimum and is a mere fraction of the selling cost of a coffee and spice company.

Our price, quality considered, therefore, would be lowest.

Furthermore, the adoption of "one price in any quantity" would discourage over-buying and enable the consumer to enjoy **NAGROCEL COFFEE** while it was freshly roasted.

During JULY, 1918, we secured a trial order from practically every Grocer in our territory.

The repeat business, which surpasses even our highest expectations, is conclusive proof of your co-operation and the consumers' approval.

We thank you most heartily and assure you the high standard of quality of NAGROCEL COFFEE will be strictly maintained.

When ordering GROCERIES order **NAGROCEL COFFEE** for your immediate requirements only.

PHONE FREE TO BUYERS

National Grocers Limited

NORTH BAY

SUDBURY

SAULT STE. MARIE



The goodness of JERSEY FARM SAUSAGE

appeals to every member of
the family



But we do not ask you to take our word for it. Prove it yourself.

Take a pound of these inviting sausage into the house. See with what relish the whole family enjoys them. Taste the good taste yourself. Convince yourself that "Jersey Farm Sausage" are different—deliciously wholesome and good—something that will win your best trade.



At once you will say: No wonder "Jersey Farm Sausage" are sold in Toronto's biggest hotels, clubs, tea-rooms and cafes!

THEN CASH IN ON OUR BIG ADVERTISING CAMPAIGN.

Put one of our attractive street-car cards in your window or above your provision counter.

See how our big advertisements in the big Toronto papers—running day in and day out through the sausage-selling season—bring customers into your store asking for "Jersey Farm Sausage."



Their wide reputation is the guarantee of their goodness.

A trial order will prove that they offer decent-sized profits and customer-satisfaction.

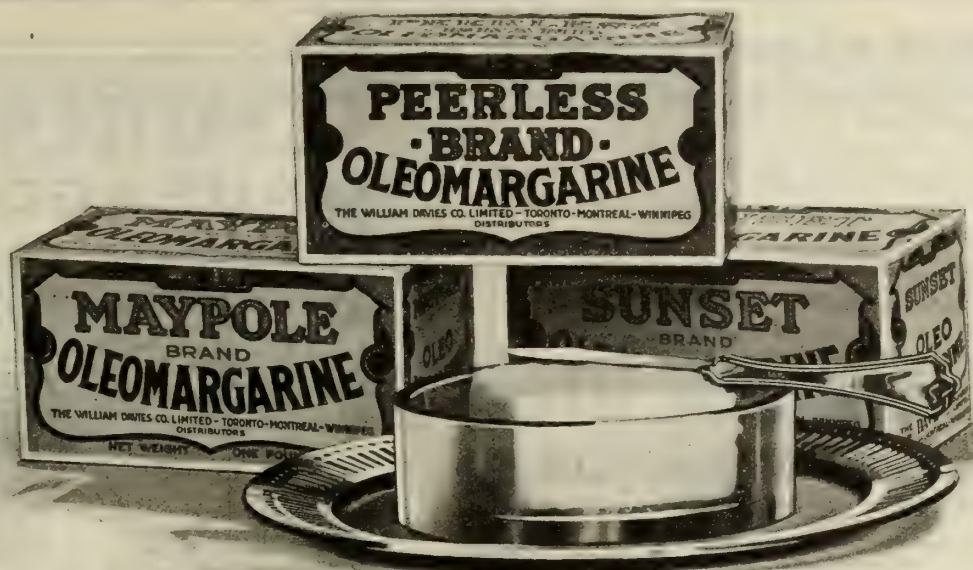
Phone Adelaide 3470-1 and the "Jersey Farm Sausage" man will call next trip.

Deliveries made three times a week—no need to overstock!



MACIVER BROS. COMPANY

Keating Street - Toronto



Give your customers an opportunity to taste these three brands of QUALITY Oleomargarine!

BOTH you—and they—will be delighted at the excellence of these products—the most delicate and delicious brands of oleomargarine you could ever wish to buy. Untouched by hand—made from pure, healthful materials—these are more than butter *substitutes*. They are actual *competitors* of butter.

“*Peerless*” Oleomargarine comes first. Besides consisting of the finest fats and oils, it contains an unusually large percentage of creamery butter. This accounts for its fresh, sweet, butter-like flavor. In fact, in appearance, taste and consistency it is very difficult to distinguish it from “finest creamery.”

“*Maypole*” Oleomargarine is a close second. It is churned from the same high-grade materials as “*Peerless*”—except that it does not contain quite so large a percentage of creamery butter.

“*Sunset*” Oleomargarine is made to fill the demand for districts where good dairy butter is largely used. It’s also splendid for cooking purposes. For a medium-priced product its goodness will surprise you.

Send TO-DAY for a trial order of one or all of these Brands. Your customers will appreciate them and they will prove some of the best sellers you have in your store. Give your order to our Traveller when he calls—or drop us a postal card.

THE **DAVIES** COMPANY
WILLIAM LIMITED

MONTREAL

TORONTO

HAMILTON

Canada Food Board Packer's License No. 13-50

If any advertisement interests you, tear it out now and place with letters to be answered.

The Mark of a Good Sausage

The Schneider Brand shown here is a guarantee of tip-top quality, good value and good returns for the dealer selling them.

You can always recommend Schneider's Sausages—They have appearance, quality and taste—different from all others.

J. M. Schneider & Son, Ltd.

KITCHENER - ONTARIO

*Drop us a card for Sausage and Smoked Meat quotations.
Satisfaction guaranteed on all mail orders.*



ASK FOR

ARMOUR'S VERIBEST BRAND

SMOKED HAMS

(in stockinets)

SMOKED BREAKFAST BACON

AND

LEAF LARD

ALSO

3X and GLENDALE BRANDS

OF

OLEOMARGARINE

A Sample Order Will Convince That You Cannot Afford
To Be Without Them

ARMOUR AND COMPANY

HAMILTON, ONT.

GROCERS:

It Will Pay You

to arrange with us now for your supply of strictly fresh eggs, as well as selected storage eggs for the winter. We have the best quality to be found anywhere.

Fancy Dressed Poultry

Killed to Order

Our dressed poultry is all graded carefully and nothing but the best used in filling orders for our grocery trade. Remember, the best is none too good and order MANN'S POULTRY. Also oleomargarine, shortening, choice creamery and dairy butter.

C. A. MANN & CO.

LONDON, ONT.

Canada Food Board License No. 7-078

"Golden Nut" PEANUT BUTTER

C. & J. JONES, WINNIPEG

If any advertisement interests you, tear it out now and place with letters to be answered.

All Creamery Butter Commandeered by Government Until Nov. 9th!

One sure result of this will be a still bigger demand for Swift's Premium Oleomargarine.

Your customers know this "Premium" food product. Our newspaper and magazine advertising is constantly adding to the number of people who insist upon "Swift's Premium."



Swift's Premium Oleomargarine

is just as delicious as its appearance is attractive, which make it so ready a seller.

The demand will be heavy from now on. Order your supply through our salesman or write direct.

Swift Canadian Co.
Limited

Toronto

Winnipeg

Edmonton

License No. 13-170, 171, 172

TIME'S SEVERE TEST

Finds Our Organization Stronger
and More Complete Than Ever

*This
Historic
Spot
Has Witnessed
Our Growth
From
Small Beginnings
to
Great Achievement*



*When
Your
Confidence
Is Placed
In Us
Our
Attention
Is Ever
Unfailing*

For Canada's National Fish Day

Thursday, October 31st

We will have a most complete line of
Fresh, Smoked, Salt and Pickled Fish.

**THE OYSTER SEASON
IS NOW IN FULL SWING**

Are You Fully Prepared to Meet Large Demand?

**Malpeques and Buctouche Shell Oysters.
Bulk Oysters Direct From Chesapeake Bay.**

Entrust your orders to us early.

D. HATTON COMPANY
MONTREAL QUEBEC

Freeman Equipment

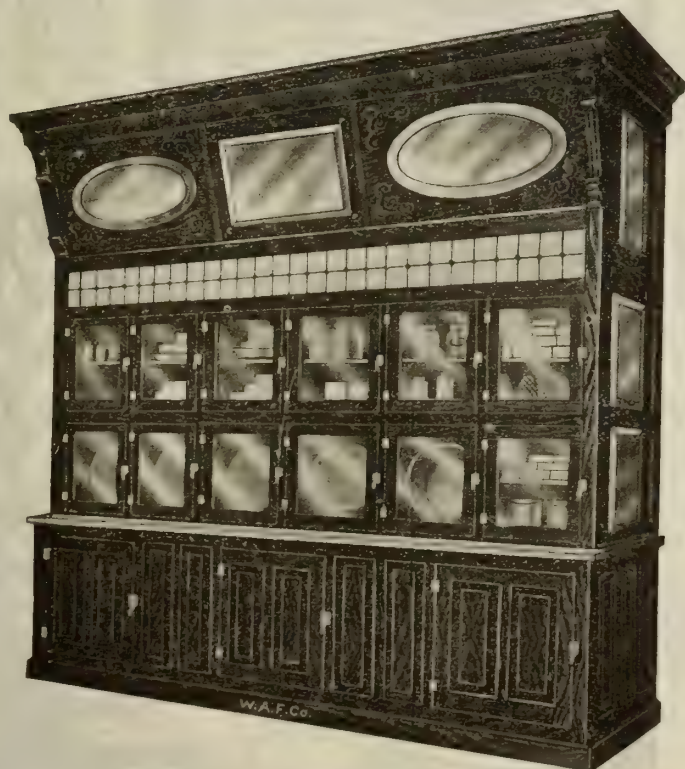
will make yours a distinctive store. It typifies neatness and cleanliness, attracting discriminating people, the best class of trade.

It keeps goods absolutely clean and fresh, which means more profits.

It is handy—saves much time and labor.

Is a refrigerator in hot weather, sanitary, dirt-proof display case in cold weather—an efficient silent salesman all the year round.

So we say Freeman equipment is the very best investment you can make if you desire to improve your store and increase your business.



Delicatessen---Cafe and Grocers' Coolers

The original and only positive centre air flue patented by us.

Made of select ash—antique finish, white tile in top doors. Interior lined with odorless spruce, moveable shelves, solid brass handles and catches.

Made in many sizes. Sure to be one to make attractive that dark corner in your store.

Send for our large, beautifully illustrated catalog showing the complete Freeman line. There are many money-saving store fixtures that will interest you.

The W.A. Freeman, Company, Ltd.
HAMILTON, CANADA

Toronto Branch
114 York Street

Montreal Branch
16 Richmond Street

HEINZ

CREAM OF TOMATO SOUP

One of the 57 Varieties

Heinz Cream of Tomato Soup, rich and wholesome, has a delicious flavor imparted by the proper blending of ripe, sound tomatoes, with pure cream and selected spices. It contains no meat stock whatever. Your customers will like this appetizing tomato product because it is a nutritious food which is economical, and easily prepared. And it shares the good will of the other 57 varieties—good will built up through years of truthful advertising.

THE TRIFOLIUM

OLEOMARGARINE

LIMITED

Manufacturers of

MARGARINE

1200 HAMILTON STREET
VANCOUVER, B.C.

The Robert Gillespie Co.

323 Homer St., Vancouver, B.C.

Sole Selling Agents

MR. GROCER

Here's a Butter Box

with a real idea
back of it!



Convenient — Collapsible—
Secure. Just such a container as farmers, motorists and visitors to the country will thoroughly approve of.
Can be had in the following sizes: 3, 5, 10, 20, 30 and 45 lb. sizes.
You can win good extra business and extra profits by showing a little display of these Butter Boxes in your store.

Write for quotations.

A. B. SCOTT, LIMITED

NIAGARA FALLS, CANADA

Dole Bros. Hops & Malt Co.

BOSTON, MASS., U.S.A.

"SUPERIOR" BRAND HOPS

FOR FAMILY TRADE

They are carefully selected and packed for the Canadian trade, in cases of 10, 15 or 30 lbs. each, containing 1/4, 1/2 or 1-lb. packets.

R. E. BOYD & COMPANY

Agents for the Province of Quebec
15 STE. THERESE ST. - - MONTREAL

DONALD H. BAIN CO.

AGENTS FOR THE CANADIAN NORTH-WEST

Purity

TABLE SALT




**In sanitary
cotton bags and
handy free-running
packages.**

You cannot recommend a better salt to any housewife than Purity
For table or dairy use there is no better salt—a fact good housewives are quick to appreciate
You'll get a good margin of profit on every sale of Purity

THE WESTERN SALT CO., LIMITED
COURTRIGHT
ONT

CHICKEN HADDIES

REGISTERED
LILY BRAND



This is a first class package to put on your "Trench Goods" counter. Display it.—Let the folks at home see what a handy package it is to send to the boys "Over There."



License No. 1-148

MARITIME FISH CORPORATION, LIMITED

Head Office and Sales Dept.
MONTREAL

Plants at Canso N.S.
and Digby, N.S.

Lend your money and your influence

The Victory Loan keeps business going.

It is through the Victory Loan that money is put back into circulation.

The Victory Loan finances our immense exports of farm products and munitions.

The Victory Loan pays wages — sustains trade, commerce and agriculture.

It is because of the Victory Loan that your customers have money to buy the goods you sell.

And, overshadowing every business consideration, is the fact that it is through the Victory Loan our fighting forces are equipped and maintained.

The destiny of our country—the present and future welfare of our business—demand that all our influence, all our enthusiasm, all our moral and financial support be put squarely behind the Victory Loan 1918.

Issued by Canada's Victory Loan Committee
in co-operation with the Minister of Finance
of the Dominion of Canada



“Come on, Lads!”

“Show them what we’re made of.” The last words of a Canadian captain leading his gallant men to a charge over the top. Out they go, out into a haze of poisonous gas, a stream of whistling bullets, treacherous shell holes, and a thicket of wire entanglements, with no thought of holding back, but only to go on till they can go no further.

When our fighting men show such spirit, how can we hold back, we who are at home surrounded by every comfort? We CAN and MUST supply our men with MATERIAL AID. Our men who are facing death that we may live and move and have our being in a world made safe.

With such an example before us, when victory is within our grasp, who can hesitate to do their duty?

Buy Victory Bonds to your very utmost.

Buy—BONDS—Buy

This space donated to winning the War by

HUGH WALKER & SON

Wholesale Fruits and Vegetables

ESTABLISHED 1861

GUELPH, ONT.

License Nos. 3-090, 3-204

DONALD H. BAIN CO.

Wholesale Grocery Commission Agents

Canada Food Board License No. 6-450

A sales force of competent men.

Ample capital—and the reliability that goes with it.

A record of results—and the prestige that follows it.

An energetic, result-getting organization—with satisfied clients to prove it.

Are all at your disposal if WE represent you.

Every branch a business in itself, directed by capable, experienced managers.

All varieties of Food Products.

If you want results, get in touch with us.

WINNIPEG

MANITOBA

CALGARY

ALBERTA

REGINA

SASKATCHEWAN

EDMONTON

ALBERTA

SASKATOON

SASKATCHEWAN

VANCOUVER

BRITISH COLUMBIA



Manufacturers!

If you want selling representation anywhere in Canada, we suggest that you write us. We will give you the benefit of our experience of twenty-eight years marketing food products and specialties for prominent foreign and domestic packers and manufacturers.

Our efficient sales forces cover both the wholesale and retail trade, and we are prepared to accept one or two first-class lines which would not conflict with products we are now selling.

In Eastern Canada we have been successfully establishing lines such as Borden's Evaporated and Condensed Milk, E. D. Smith's Pure Fruit Jams, Postum Cereal Products, National Licorice Products, Carr's English Biscuits, Melrose's Teas, C. B. Knox's Gelatine, B. T. Babbitt's Cleanser, etc., Cottam's Bird Seed and other prominent specialties. If you entrust us with your account, you will have assurance of satisfactory results and your product the prestige of good company.

Wm. H. Dunn Limited, Montreal, Que.

Food Board License Nos. 6-079, 389, 390

Dunn-Hortop Limited, Toronto, Ont.

Food Board License Nos. 6-428, 429

Mason & Hickey

MANUFACTURERS' AGENTS

Head office at Winnipeg, Man.; branches at Regina, Saskatoon, Calgary, Edmonton, Lethbridge, Brandon and Vancouver. We are open to represent lines that do not compete with the following:

Arbuckle Bros., New York. Green Coffees.	Ingersoll Packing Co., Ltd., Ingersoll, Ont. Cheese and Smoked Meats.
The Borden Milk Co., Ltd., Montreal. Evaporated and Condensed Milk.	W. K. Kellogg Cereal Co., Toronto and Battle Creek. Dominion Corn Flakes, Krumbles, Rice Flakes, etc.
California Packing Corp., San Francisco. Griffin & Skelley Co., Division Canned and Dried Fruits C. F. C. A. Division Del Monte Canned Goods	Kelly Confection Co., Ltd., Vancouver. Molasses.
Canada Nut Co., Ltd., Vancouver. Peanut Butter.	King Beach Mfg. Co., Ltd., Mission City, B.C. Jams and Jellies.
Canada Starch Co., Ltd., Montreal and Brantford. Starch, Syrup and Glucose.	W. S. Loggie Co., Ltd., Chatham, N.B. Lobsters, Codfish and Blueberries.
Creamette Co., Minneapolis. Macaroni, Vermicelli, Spaghetti, Cream- ettes, etc.	Manford Schier, Dunnville. Evaporated Apples.
Crescent Mfg. Co., Seattle. Mapleine.	National Licorice Co., Montreal. Licorice.
Crown Broom Works, Ltd., Vancouver. Brooms, Woodenware.	Nicholson & Brock, Toronto. Bird Seed and Bird Gravel.
The Dominion Sugar Co., Ltd., Wallace- burg, Chatham, Kitchener. Sugar.	Procter & Gamble Distributing Co. of Canada, Ltd., Hamilton, Ont. Crisco, Soaps, Soap Powders, Oils and Flakewhite.
Essex Canning & Preserving Company. Ltd., Essex, Ont. Canned Goods.	William Rogers & Co., Denia, Spain. Valencia Raisins.
Federico Garret & Co., Malaga, Spain. Olive Oil.	W. A. Taylor Conf. & Mfg. Co., Ltd., Winnipeg. Horse Radish and Relishes.
Foster & Holtermann, Ltd., Brantford. Honey.	Thornton & Co., Malaga, Spain. Malaga Raisins.
Gorman, Eckert & Co., Ltd., London, Ont. Olives, Spices and Extracts.	D. Urquhart, Hensall, Ont. White Beans.
Harper-Presnail Cigar Co., Ltd., Hamilton Cigars.	J. H. Wethey, Ltd., St. Catharines. Mincemeat, Jams and Jellies.

Mason & Hickey

287 STANLEY STREET

WINNIPEG, CANADA

Our Service Covers Canada

As evidence of our reliability and facilities for handling your product successfully in Canada it is only necessary to mention the names of some of our more notable clients :

*Sutcliffe & Bingham, Manchester,
England.*

Jeyes Disinfectants, London, Eng.

Tobler & Co., Berne, Switzerland

Norcanners, Stavenger, Norway

Maggi Soups, Kempthall, Switzerland.

Get in touch with us now regarding representation in Canada for After-the-War Business. Give us some particulars of your line. Provided it doesn't conflict we'll be glad to market it for you, giving you the results you look for.

Maclure & Langley, Ltd.

12 Front St. E., TORONTO, CANADA

Branches:

MONTREAL

WINNIPEG

VANCOUVER

If you manufacture a quality article which does not conflict with any of the following, write us.

AGENTS FOR

Bon-Ami. Rola Quality Egg Powder. Furnivall's Pure Jams and Marmalades. Gray's Syrup of Red Spruce Gum. Cottam's Bird Seed, Gravel and Canary Comfort. Wentworth's Compound Jams, Jellies and Mince Meat. Canned Tomatoes and Catsup. Caldwell's Pure Whole Tomato Catsup. High Grade Mince Meat and Hand Packed Canned Tomatoes. Also Pure Apple Cider.

Western Sub-Agents for Campbell's Soups.

We have good British connection with China, Japan, India and Australia, and can give you direct quotation on practically all goods from these countries.

Consign Your
Distribution Cars
To Us For Attention

H.L. PERRY CO., Limited

214 Princess St.

Pool Car Representatives For
All Western
Wholesalers

WINNIPEG, MAN.



Unlimited facilities for storage distribution and forwarding.

We give service and our rates are reasonable.

Give us a trial and your business will receive the attention it deserves.

Write us for rates, etc.



Have your line properly represented in the West

WE have every facility for successfully handling your products.

Fifteen Years' Experience. Long Established Prestige. Strong Representation. Best Warehouse Accommodation.

If you wish to reach the big Western Market you should get in touch with us now. We handle some of the best known products — products with a national reputation—so that yours will be in good company from the very first.

Our staff of ten salesmen will give your product aggressive representation.

We sell

**Christie's Biscuits and
Robertson's Confectionery**

direct to the retailer.

Ask for full particulars of our selling organization.

Scott-Bathgate Co., Limited

GROCERY BROKERS AND COMMISSION MERCHANTS

149 Notre Dame Avenue E., Winnipeg



A Message to Manufacturers and Packers

To be assured that your products will be handled in the Western market with the same intelligence, energy and economy as if you were **on the spot yourself** is of vital importance to you. In a word, you want efficient representation.

Years of experience, coupled with an efficient selling organization covering Manitoba, Saskatchewan and Alberta, are reasons why you will find it advantageous to entrust us with your account.

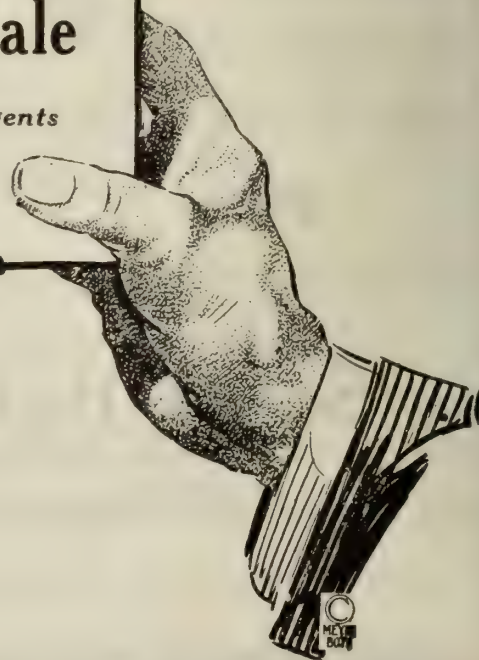
Our selling organization, warehousing and shipping facilities are all at your disposal on shortest notice.

We shall be glad to discuss details with you upon request.

Watson & Truesdale

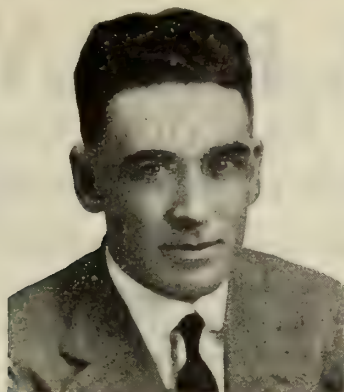
*Wholesale
Commission Brokers and Mfrs. Agents*

156 LOMBARD STREET
WINNIPEG





T. D. WATT,
Manager Edmonton Branch.



P. J. BOXER,
General Manager
W. H. Escott Co., Limited.



T. H. KAVENEY, Director
Inspector of Branches,
Manager Regina Branch.

Mr. Manufacturer! These Men

can market your product successfully in the West.

They are part and parcel of a wonderful selling organization possessing every facility for getting quick returns and all round satisfaction.



R. BLACK,
Manager Fort William Branch.



W. G. ROSS,
Manager Saskatoon Branch.



D. F. McLAY, Office Manager
Secretary-Treasurer,
Winnipeg.



H. A. GUISE,
Salesman, Winnipeg.



C. T. WOODSIDE,
Manager Calgary Branch.

If you want aggressive representation in the Western field, write to-day for full particulars to

W. H. Escott Co., Ltd.

*Manufacturers Agents and
Wholesale Grocery Brokers*

WINNIPEG, FORT WILLIAM, REGINA, SASKATOON, CALGARY, EDMONTON

If any advertisement interests you, tear it out now and place with letters to be answered.

O'LOANE, KIELY & CO., LTD.

VANCOUVER, B. C.

Wholesale Grocery Brokers, Manufacturers Agents and Distributors

We offer first-class Intelligent and Reliable Service.

25 years' experience in Wholesale Grocery and Kindred Lines.

WE HAVE experienced specialty Salesmen; Free and Bonded Storage Facilities and Trackage.

We have Reliable Brokerage Connections in every Wholesale City in Canada and in many United States Cities.

WE SOLICIT RELIABLE ACCOUNTS

Import and Export Departments

IMPORTERS—Specializing Oriental produce, including Beans, Peas, Seeds, Rice, Tapioca, Spices, Tea, Coffee, Ceylon Cocoanut, Peanuts, Walnuts, Sulphur, Kauri Gum, Hemp Oil, Cocoanut, Peanut, Cottonseed, Soya Bean, Castor, Chinawood Oil, Fish Oil, Australian Mutton; Packers' By-Products, including Tallow, Grease, Lard, Sausage Casings, Hides, etc.; Cordage, Glassware, Matches, Raw Materials, etc.; Dried Fruits, Honey, Jams, Fruit Pulp, Australian Currants and Produce.

EXPORTERS—Including Canned Salmon, Herring, Clams, Pilchards, Salt Herring and Salmon in barrels, and other Cured Fish; Canned Milk, Canadian and American Canned Fruits and Vegetables, Dried Fruits and Vegetables and other Food Products, Paper, Pulp, Lumber, Box Shooks, Potatoes, Apples, Beans, Peas, Seeds, etc.

The Financial Post

This is a business man's paper. It is of interest to every man who has money invested either in his own business or in bonds and securities of various kinds. It is published weekly, and the news is given in very readable form.

Wholesale and retail merchants find it valuable because they are interested in market tendencies and market factors, not only as applied to their business, but also as applying to business in general. They need to know conditions local and remote. They need information to enable them to buy right and sell safely.

And the knowledge they need they can have for the insignificant sum of \$3 annually.

THE FINANCIAL POST OF CANADA,
143-153 University Ave., Toronto.

Please enter me as a regular subscriber, commencing at once. If I am satisfied with the paper, I will remit \$3 to pay for my subscription on receipt of bill.

C.G.

FRED COWARD

402 Spadina Ave., Toronto

Importer and Packer of Grocers' Sundries, etc.

	Dozen
"Lightning" Coffee Essence, 8-oz. square bottles (3 doz. in carton) .	\$2.80
Worcester Sauce (imported), 6-oz. round bottles (4 doz. in carton) .	1.40
Mustard (English Style Prepared), 10c fancy jars (3 doz. in carton) .	.90
Mustard (Prep. Horse Radish), 10c fancy jars (3 doz. in carton) .	.90
Potato Flour, 10-oz. packages (3 doz. in carton) .	1.35
Potato Flour, 3½-lb. bags .	6.00
Ground Rice, "Special Grain," 10-oz. packages (3 doz. in carton) .	1.10
Ground Rice, "Special Grain," 3½-lb. bags .	5.28
Marrowfat Peas, packages 9-oz. net weight (3 doz. in carton) .	1.40
Marrowfat Peas, bulk, prices on application.	

Freight paid up to 35c per 100 lbs., or

Better still—ask your wholesale grocer for the above lines.

Winnipeg Warehousing Co.

The House of Prompt and Efficient Service

Possessed of every facility to handle any amount of business expeditiously.

**Warehousing
Distributing Storage**

Ship your consignments to our care. We can distribute your goods in Winnipeg or re-ship them to points west.

Winnipeg Warehousing Co.
WINNIPEG

Williams Storage Co.

Lessees:

Winnipeg Warehousing Co.
288 Princess St.

Owners:

C. S. Turner Co.
147 Bannatyne Ave.

Just the sort of house you are looking for to take care of your western consignments.

**Bonded or Free Storage
Track Facilities Steam Heating**

An up-to-date and efficient organization
and one that gives service and satisfac-
tion.

Let us take care of your consignments.

Williams Storage Company
WINNIPEG

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

The service department of Canadian Grocer will gladly assist manufacturers at home and abroad in making arrangements with the firms in all parts of Canada whose announcements appear on this page.

WESTERN CANADA

G. B. Thompson & Co.

Wholesale Commission Brokers and
Commission Agents

We can handle a few more good lines.
Storage Warehouses and Transfer Track.
149 Notre Dame Ave. E. - WINNIPEG
Established 1898.

PUGSLEY, DINGMAN CO., LIMITED
JOHN TAYLOR & CO., LIMITED
ETC., ETC., ETC.

We represent some of the best manufacturers,
of whom the above are examples. We will
give your line the same attention.

F. D. COCKBURN CO.
WINNIPEG

A. M. Maclure & Co.

MALTESE CROSS BUILDING
WINNIPEG

IMPORTERS, BROKERS
MAN'F'S. AGENTS
GROCERY, DRUG AND
CONFECTIONERY
SPECIALTIES

C. H. GRANT CO.

Wholesale Commission Brokers and
Manufacturers' Agents

1206 McArthur Bldg., Winnipeg

We have the facilities for giving manu-
facturers first-class service.

D. J. MacLeod & Co.

'Manufacturers' Agents
and Grocery Brokers

EDMONTON, ALTA.

Open to negotiate for new lines in Alberta.
Our staff calls on wholesale trade and does
detail work.

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

The service department of The Canadian
Grocer will gladly assist manufacturers at
home and abroad in making arrangements
with the firms in all parts of Canada whose
announcements appear on this page.

BRITISH COLUMBIA

Squirrel Brand PEANUT BUTTER

C. T. NELSON GROCERY BROKER

106 Hibben-Bone Bldg., Victoria, B.C.
In touch with all British Columbia wholesalers
and jobbers, and can place your line to best
advantage. Live men calling on retail trade.

Victoria

Vancouver

The Robert Gillespie Co.

Importers and Exporters

323 Homer St., Vancouver

Live Salesmen covering Alberta and B.C.

When answering
Advertisements please mention
Canadian Grocer

LITTLE BROS. LTD., VANCOUVER, B.C.

Established 15 Years. Live Staff of Salesmen. First-Class Storage and Warehouse Facilities.

We can place one or two good specialty lines on the B.C. market. If you want live representation, write us to-day.

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

The service department of Canadian Grocer will gladly assist manufacturers at home and abroad in making arrangements with the firms in all parts of Canada whose announcements appear on this page.

ONTARIO

W. G. PATRICK & CO. Limited

Manufacturers' Agents
and Importers

51-53 Wellington St., W. Toronto

MACLURE & LANGLEY Limited

Manufacturers' Agents
Grocers, Confectioners and Drug
Specialists
12 Front Street East Toronto

W. F. ELLIOT

Importer & Manufacturers' Agent
(Cor. Leith and Hardisty Sts.)

FORT WILLIAM, ONT.

Established 1909.

W. G. A. LAMBE & CO.

TORONTO

Established 1885

SUGARS FRUITS

LOGGIE, SONS & CO.

Merchandise Brokers and
Manufacturers' Agents

Grocery, Drug and Confectionery
Specialties.

Foy Bldg., 32 Front Street W
TORONTO - - ONTARIO

GEO. MUSSON & CO.

Grocery Brokers and
Manufacturers' Agents
TORONTO

Correspondence Solicited

MARITIME PROVINCES

HALIFAX, N.S.

Grant, Oxley & Co. Limited

Grocery Brokers and Commission
Merchants

68 BEDFORD ROW

Selling Agents—

Canada Starch Co.
Diamond Crystal Salt Co.
Anglo B. C. Canning Co.
Cow Brand Soda, etc.

Correspondence solicited

Baker's Cocoa and Chocolate



REGISTERED
TRADE-MARK

MAKE AND
KEEP GOOD
CUSTOMERS

They are most
reliable goods
sold with a positive
guarantee of
purity and superior
quality; put up in conformity
with the Pure Food
laws; are readily sold, giving
a quick turnover of
stock.

MADE IN CANADA

WALTER BAKER & CO. Limited
Montreal, Can. Dorchester, Mass.

Established 1780

Canada Food Board License No. 11-690

X-X-X PHOSPHATE CREAM TARTAR

Formerly only sold in Bulk,
NOW offered to the Grocery
Trade in Five and Ten Pound
Cartons.

To avoid unsatisfactory substitutes
look for this label on the package.
Insist on the Genuine X-X-X.



Order from your Wholesaler,
or direct from

The Jones Packing & Provision Co.
(Chemical Department) Limited
SMITH'S FALLS, ONTARIO
License No. 13-126

Grocery Advertising

By Wm. Borsodi

It contains suggestions for
special sales, bargain
sales, cash sales, etc.; ideas
for catch lines or window
cards, and many hints for
the preparation of live advertising
copy. A collection
of short talks, advertising
ideas and selling
phrases used by the most
successful grocery advertisers.

ALL ORDERS PAYABLE
IN ADVANCE.

PRICE \$2.10 Post Paid.

MacLean Publishing Co.
143-153 University Ave., Toronto

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

The service department of Canadian Grocer will gladly assist manufacturers at home and abroad in making arrangements with the firms in all parts of Canada whose announcements appear on this page.

QUEBEC

ROSE & LAFLAMME
LIMITED
Commission Merchants
Grocers' Specialties
MONTREAL TORONTO
Canadian Food Control License Nos. 6-236/1/3

J. R. GENEST
CORN and CORN PRODUCTS—PEAS
Grain, Flour and Feed—Wholesale only
Grocers' Specialties
BOARD OF TRADE BUILDING, MONTREAL

JOHN E. TURTON

Wholesale Grocery Broker

MONTREAL

H. D. MARSHALL

Wholesale Grocery Broker

OTTAWA MONTREAL HALIFAX

If you have a business to dispose of, or are in need of efficient help, try a Want Ad. in Canadian Grocer, and let it assist you in filling your needs.

FREEMAN and SHEELY

Wholesale Grocery Brokers

St. Nicholas Bld. - Montreal

MARITIME PROVINCES

C. B. HART, Reg.
Montreal, P.Q.

Grocery and Chemical Brokers
Commission Agents

Schofield & Beer, St. John, N.B.

Commission Merchants

Agents for: Acadia Sugar Refining Co., Ltd., of Halifax, N.S.; W. C. Macdonald, Regd., Montreal, P.Q.; F. W. Berk & Co., London, Eng.; The T. Upton Co., Ltd., Hamilton, Ont.

GAETZ & CO.

MANUFACTURERS' AGENTS AND
GROCERY BROKERS

47-49 Upper Water St., Halifax, N.S.

MANUFACTURERS, ATTENTION!

In MONTREAL and DISTRICT we will give you that live, aggressive representation that assures you good business, and a steady increase.

We are doing it for others and can for you.

Let us get together.

FREEMAN and SHEELY

Wholesale Grocery Brokers

ST. NICHOLAS BUILDING, MONTREAL

Please Mention this Paper when Writing to Advertisers

EL ROI-TAN PERFECT CIGAR

If any advertisement interests you, tear it out now and place with letters to be answered.

Aints To Buyers and Sellers from Quebec City & Province

Quebec's Responsible Brokers

Our present excellent trade connection is the result of

30 YEARS OF EXPERIENCE

IN BROKERAGE BUSINESS, GRAIN AND PRODUCE

We offer our services in marketing your products as we are open for one or two more good agencies for produce, grains or grocery lines, etc.

WRITE US FOR PARTICULARS

BEANS AND CORN A SPECIALTY

Manufacturers--if not represented here, please write to us.

ALFRED T. TANGUAY & COMPANY

Commission Merchants and Brokers

17 RUE ST. JACQUES

QUEBEC CITY

EUGENE PICHER

COMMISSION MERCHANT

Grain, Hay, Provisions

and

Fish Specialties

HERRING

TURBOT

CODFISH

CORRESPONDENCE SOLICITED

91 Dalhousie Street,

Quebec

BUCHANAN & AHERN

*Wholesale Commission Merchants
and Importers*

**GROCERIES, FLOUR,
MILL-FEED, GRAIN, ETC.**

20 St. Antoine Street

Cor. Dalhousie
Street

QUEBEC, QUE.

JOS. COTE

Importer and Wholesale Grocer

*Specialties of Cigars, Tobacco
and Tobacconist Sundries*

188 St. Paul Street

Quebec

ESTABLISHED 1849

BRADSTREET'S

Offices Throughout the Civilized World

OFFICES IN CANADA:

Calgary, Alta.
Edmonton, Alta.
Halifax, N.S.
London, Ont.

Ottawa, Ont.
St. John, N.B.
Vancouver, B.C.
Victoria, B.C.
Hamilton, Ont.

Montreal, Que.
Quebec, Que.
Toronto, Ont.
Winnipeg, Man.

Reputation gained by long years of vigorous,
conscientious and successful work.

THOMAS C. IRVING,
TORONTO, CANADA.

General Manager
Western Canada

Advertising makes for better merchandise—

Not only does advertising create a good impression regarding the merchandise advertised but it **MAKES FOR BETTER MERCHANDISE**. There are added responsibility and written-printed claims to substantiate.

If any advertisement interests you, tear it out now and place with letters to be answered.

Come Into The Christmas Window Contest

CANADIAN GROCER has for many years conducted a Christmas Window Contest. It has been found that this contest has aroused no little interest.

If in the past you have been helped by some of these successful windows, as they have appeared from time to time in these pages, is it not your part to pass this assistance along?

You will be decorating your windows as usual this Christmas. They will probably be the best windows that you have dressed during the year. Enter them in the contest. You will find a stimulating interest in rubbing shoulders with other contestants.

Help us to make this the biggest and the best contest ever held.

Don't Be a Trail
Follower
Be a Trail Breaker

You have some new and untried ideas that you think are good. Try them in this window. Don't follow the beaten track. Put a new idea across. You can't do that if you follow the trail.

Try what your ingenuity, and artistic taste will do. Make the best window you are capable of, and above all things, pass it along. That is the idea of this contest. Help us to make it a success.

Conditions of the contest are: The window must be decorated with Christmas lines. Have the window photographed; about 10" x 7" is the best size. Have the photo as near this size as possible — not necessary to mount it. Mail it, accompanied by a brief description of the window.

This Contest closes January 6, 1919. Be sure and have your entries in by that date. The basis of judgment will be:

Selling Power, Attractiveness and Novelty.

PRIZES FOR BOTH TOWNS AND CITIES

The small town store will not have to compete against the larger city store. We are making the contest as fair as possible.

THE PRIZES

Towns and Cities Over 10,000 Population

1st Prize	\$5.00
2nd Prize	3.00
3rd Prize	2.00

Centres Under 10,000 Population

1st Prize	\$5.00
2nd Prize	3.00
3rd Prize	2.00

For each of the other photographs that can be used, one dollar will be paid.

Send photograph with description to

THE CONTEST EDITOR, CANADIAN GROCER
143-153 UNIVERSITY AVENUE TORONTO

COWAN'S

PERFECTION

COCOA

TO PROGRESSIVE DEALERS

PUT this Canadian Brand on the firing line, and watch it capture a big trade for you. Display it prominently on your shelves. It is a line that adds prestige to any store. Recommend Cowan's Perfection Cocoa because you know it is purest and best. One sale makes a permanent customer.

THIS illustration shows a cluster of Cocoa Pods as they are found on the tropical tree "Cacao Theobroma." After the beans are removed and dried, they are shipped to Cowan's, where by a special process of roasting, their fragrant aroma and delicious flavor are retained, and may be enjoyed by users of Cowan's Perfection Cocoa.



MADE IN CANADA AT COWAN'S SUNLIT PLANT
TORONTO

Think What It Means

to the busy housewife if her labor
can be reduced?

Brodie's XXX Self-Raising Flour

is complete in itself. Simply add milk or water. Place in the oven and bake. Ideal for biscuits, cakes, buns, muffins, puddings.

No additional raising or other ingredients needed.

Place sample order with your wholesaler.

Brodie & Harvie, Limited

14-16 Bleury Street, Montreal

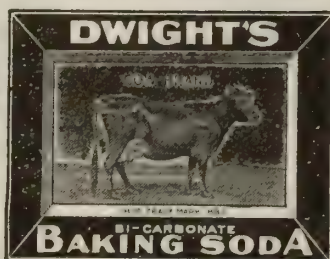
(Licensee No. 2-001 and 2-034)

Cow Brand Baking Soda

Prices		
Ontario and Quebec		
10 Ounce, 96 pkgs.	\$3.45	per box
Pounds	3.45	" "
Mixed	3.55	" "
Halves, 120 pkgs.	3.65	" "

CHURCH & DWIGHT

Limited
MONTREAL



QUOTATIONS FOR PROPRIETARY ARTICLES

SPACE IN THIS DEPARTMENT IS \$65
PER INCH PER YEAR

BAKING POWDER

ROYAL BAKING POWDER		
Size	Less than 10-case lots	Per doz.
Dime	\$1 15.	
4-oz.	1 65	
6-oz.	2 45	
8-oz.	3 10	
12-oz.	4 65	
16-oz.	5 90	
2 1/2-lb.	14 60	
5-lb.	27 35	

F.O.B. Montreal, or F.O.B. jobbers' point, subject to jobbers' regular terms. Lots of 10 cases and over, less 2% discount; 1% barrel discount will be allowed when packed in barrels. Barrels contain 15 cases assorted sizes.

JAMS

DOMINION CANNERS, LTD.
"Aylmer" Pure Jams and Jellies.
Guaranteed Fresh Fruit and Pure Sugar Only.

Screw Vac top Glass Jars, 16 oz. glass, 2 doz. case.	Per doz.
Raspberry	\$3 25
Currant, Black	3 90
Plum	2 90
Pear	3 15
Peach	3 15
Raspberry, Red	3 90
Apricot	3 25

DOMINION CANNERS LTD. CATSUPS—In Glass Bottles

1 1/2 Pts., Aylmer Quality	Per doz.
Pts., Aylmer Quality	\$1 90
	2 35
	Per jug.
Gallon Jugs, Aylmer Quality	1 62 1/2
	Per doz.
Pints, Delhi Essence	2 70
1 Pints, Red Seal	1 50
Pints, Red Seal	2 00
Qts., Red Seal	2 80

BAKED BEANS WITH PORK Brands—Canada First, Simcoe, Quaker.

Individual Baked Beans, Plain	Per doz.
85s, or with Sauce, 4 doz. to case	\$0 95
1's Baked Beans, Flat, Plain, 4 doz. to case	1 15
1's Baked Beans, Flat, Tom. Sauce, 4 doz. to case	1 25
1's Baked Beans, Tall, Tomato or Chili Sauce, 4 doz. to case	1 35
1 1/2's (20-oz.) Plain, per doz.	1 65
Tomato or Chili Sauce	1 90
2's Baked Beans, Plain, 2 doz. to case	1 95
2's Baked Beans, Tom. Sauce, tall, 2 doz. to case	2 30
2's Baked Beans, Chili Sauce, tall, 2 doz. to case	2 30
1 1/2's Tall, Plain, per doz.	2 75
Tomato or Chili Sauce	3 20
Family, Plain, \$2.85 doz.; Family, Tomato Sauce, \$2.80 doz.; Family, Chili Sauce, \$2.80 doz. The above 2 doz. to case, 10's 1 1/2 doz. per case; Chili and Tomato Sauce, for hotel and restaurant use (cans.), \$12; plain, \$10.	

"AYLMER" PURE ORANGE MARMALADE

Tumblers, Vacuum Top, 2 doz. in case	Per doz.
12-oz. Glass, Screw Top, 2 doz. in case	2 00
16-oz. Glass, Screw Top, 2 doz. in case	2 40
16-oz. Glass, Tall, Vacuum, 2 doz. in case	2 95
2's Tin, 2 doz. per case	4 45

4's Tin, 12 pails in crate, per pail	0 76
5's Tin, 8 pails in crate, per pail	0 90
7's Tin or Wood, 6 pails in crate	1 26
30's Tin or Wood, one pail crate, per lb.	0 17 1/2

BLUE

Keen's Oxford, per lb.	\$0 22
In cases 12—12 lb. boxes to case	0 21 1/2

COCOA AND CHOCOLATE THE COWAN CO., LTD.

COCOA—	
Perfection Cocoa, lbs., 1 & 2 doz. in box, per doz.	\$4 60
Perfection, 1/2-lb. tins, doz.	2 45
Perfection, 1/4-lb. tins, doz.	1 35
Perfection, 10c size, doz.	0 95
Perfection, 5-lb. tins, per lb.	0 37
Supreme Breakfast Cocoa, 1/2-lb. jars, 1 & 2 doz. in box, doz.	2 75

(Unsweetened Chocolate)	
Supreme Chocolate, 12-lb. boxes, per lb.	0 36
Supreme Chocolate, 10c size, 2 doz. in box, per box	1 80
Perfection chocolate, 10c size, 2 doz. in box, per doz.	0 90

SWEET CHOCOLATE—	Per lb.
Eagle Chocolate, 1/2s, 6-lb. boxes 28 boxes in case	0 33
Diamond Chocolate, 1/4s, 6 and 12-lb. boxes, 144 lbs. in case	0 35
Diamond Chocolate, 8s, 6 and 12-lb. boxes, 144 lbs. in case	0 35
Diamond Chocolate, 7s, 6 and 12-lb. boxes, 144 lbs. in case	0 34
Diamond Chocolate, 7s, 4-lb. boxes, 50 boxes in case, per box	1 35

CHOCOLATE CONFECTIONS	
Maple Buds, 5-lb. boxes, 30 boxes in case, per lb.	0 42
Milk Medallions, 5-lb. boxes in case, per lb.	0 42
Chocolate Ginger, 5-lb. boxes, 30 boxes in case, per lb.	0 45
Crystallized Ginger, 5-lb. boxes, 30 boxes in case, per lb.	0 45

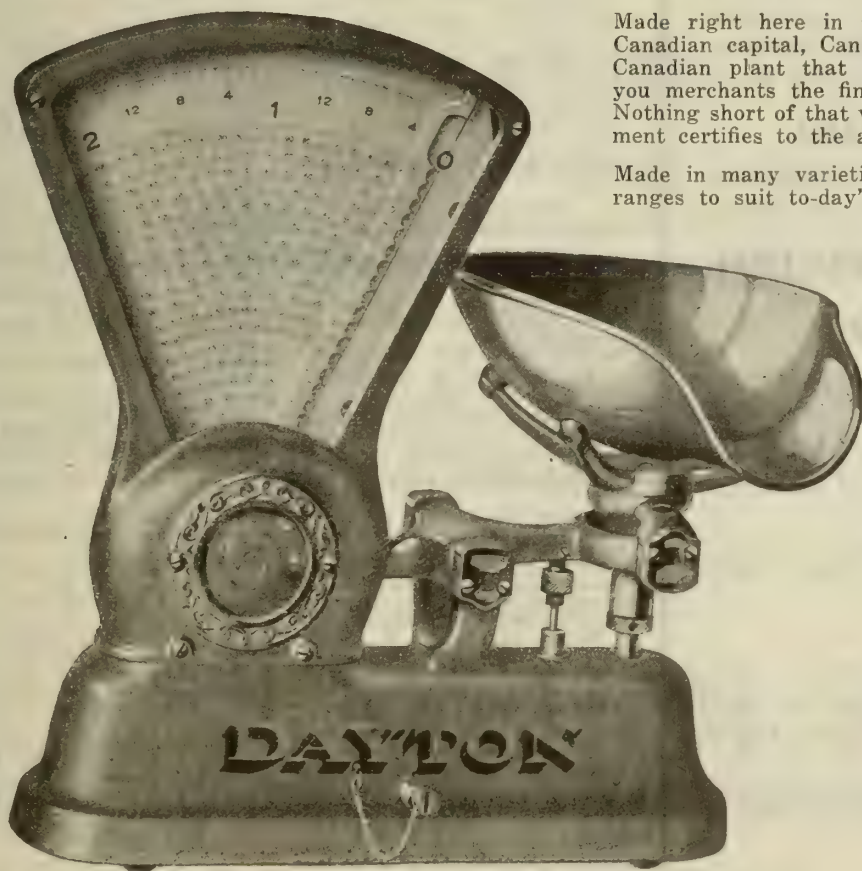
6c. LINES	
Toronto Prices	Per box
Filbert Nut Bars, 24 in box, 60 boxes in case	\$1 05
Almond Nut Bars, 24 in box, 50 boxes in case	1 05
Puffed Rice Bars, 24 in box, 50 boxes in case	1 05
Ginger Bars, 24 in box, 50 boxes in case	1 05
Fruit Bars, 24 in box, 50 boxes in case	1 05
Active Service Bars, 24 in box, 50 boxes in case	1 05
Victory Bar, 24 in box, 60 boxes in case	1 05
Queen's Dessert Bar, 24 in box, 60 boxes in case	1 05
Regal Milk Chocolate Bar, 24 in box, 50 boxes in case	1 05
Royal Milk Cakes, 24 in box, 50 boxes in case	1 05
Maple Buds, 6c display boxes, 6c pyramid packages, 6c glassine envelopes, 4 doz in box	2 00

10c LINES	
Maple Buds, 10c, 1 doz. in box, 50 boxes in case, per doz.	\$0 95
Medallions, 10c, 1 doz in box, 50 boxes in case, per doz.	0 95

Don't force your business to fit a machine—select a machine to fit your business

Get a weighing machine that will give accurate and immediate weight and price calculations for a lifetime. One that your clerks can understand at once—even the greenest of them—and what is more important, one that they will LIKE TO USE. And—get one that your customers like to see you use. One that they can watch the weighing and price figuring operations just as fairly and openly as you do. And get one that your Wholesaler and Banker will like and be quick to appreciate. There's just one weighing device that frankly and fully meets all these requirements—it's the

DAYTON AUTOMATIC SCALE



Made right here in Canada by Canadian workmen, with Canadian capital, Canadian materials and in a big modern Canadian plant that depends for its existence on giving you merchants the finest weighing machines in the world. Nothing short of that will satisfy us. The Canadian Government certifies to the accuracy of every Dayton Scale.

Made in many varieties to suit any business. New price ranges to suit to-day's prices.

The Dayton Scale You See at the Left

is our Computing Candy and Spice Scale No. 166. Note the wide range pound indication. Computes to full capacity. 2 lbs. Range of prices, 10c to \$1 per lb. Values for every cent. Agate bearings. Hair-line indicator. Equipped with rubber feet for glass show case use. Standard finish, turquoise blue or gold.

When You Get Our New Catalogue

and, by the way, drop us a card for your copy to-day, you'll find it very interesting—scales for every store, your's, too.

DAYTON AUTOMATIC SCALES

ROYCE AND CAMPBELL AVENUES, TORONTO

FRANK E. MUTTON,
Vice-Pres. and Genl. Mgr.

Division International Business Machines Co., Ltd., also makers
of International Time Recorders and Hollerith Electric Tabulators

CLUB BRAND SPECIALTIES

*Profitable
Repeat Sellers*

CLUB CUSTARD AND EGG POWDER

The leading powder on the market. Makes dainty custards and is ideal substitute for eggs in pies, puddings, cakes. A great double value proposition. Write for prices and large free sample.

Club Baking Powder, a double strength baking powder that will keep the cakes moist and soft; larger than any ordinary baking powder. One can equals two of other kinds, yet costs but a fifth more than ordinary powders.

CLUB LEMON PIE FILLER

In these days of the high cost of lemons, this is the economical filling. Sample and prices on request.

EWING'S OLD ENGLISH CREAMY CUSTARD

A Canadian custard equal to the best imported lines. A real war-time dessert.

COFFEES

We offer special values in Javas, Maricabos, Sanbos, Bogotas and Mexicans. Club Brand Coffee is real trade builder.

SPICES

Book now for your Xmas requirements. All our spices, Prince of Wales Brand, are of highest grade, quality being guaranteed.

We also make Icings, Extracts and Baking Powder, and can fill your orders for Cream of Tartar, Borax and Bicarbonate of Soda.

CORKS

Corks—all lines and sizes for bottles, jars and kegs.

S. H. EWING & SONS
98 KING ST. - MONTREAL

CALIFORNIA FRUIT CANNERS ASSOCIATION

CALIFORNIA RIPE OLIVES DEL MONTE BRAND

Size—
2½-quart Tall Cylinder Can
No. 1 Pint Cylinder Can....
No. 16 Jar
No. 4 Jar
No. 10 Can

YUBA BRAND

2½-quart Tall Cylinder Can.
No. 1 Pint Cylinder Can....
No. 10 Can
Picnic Can

BORDEN MILK CO., LTD., CONDENSED MILK

Terms, net, 30 days.

Eagle Brand, each 48 cans..\$9 00
Reindeer Brand, each 48 cans. 8 70
Silver Cow, each 48 cans.... 8 15
Gold Seal, Purity, each 48 cans 8 00
Mayflower Brand, each 48 cans 8 00
Challenge Clover Brand, each
48 cans 7 50

EVAPORATED MILK

St. Charles Brand, Hotel, each
24 cans\$6 40
Jersey Brand, Hotel, each 24
cans 6 40
Peerless Brand, Hotel, each 24
cans 6 40
St. Charles Brand, Tall, each
48 cans 6 50
Jersey Brand, Tall, each 48
cans 6 50
Peerless Brand, Tall, each 48
cans 6 50
St. Charles Brand, Family,
each 48 cans 5 50
Jersey Brand, Family, each
48 cans 5 50
Peerless Brand, Family, each
48 cans 5 50
St. Charles Brand, small, each
48 cans 2 60
Jersey Brand, small, each 48
cans 2 60
Peerless Brand, small, each 48
cans 2 60

CONDENSED COFFEE

Reindeer Brand, large, each
24 cans\$6 00
Reindeer Brand, small, each
48 cans 6 25
Regal Brand, each 24 cans.. 5 65
Cocoa, Reindeer Brand, large,
each 24 cans 6 00
Reindeer Brand, small, 48 cans 6 25

CARNATION MILK PRODUCTS CO., LTD.

All points east of and including
Fort William, in Ontario, Quebec
and Maritime Provinces.

EVAPORATED MILK

Carnation, 16-oz., talls (48
cans per case)6 40
Carnation, 6-oz. baby (96 cans
per case) 5 40
Canada First, 16-oz. talls (48
cans per case) 6 25
Canada First, 6-oz. baby (48
cans per case) 2 60
Canada First, 12-oz. family
(48 cans per case) 5 50
Canada First, 32-oz. hotel (24
cans per case) 6 15

W. CLARK, LIMITED, MONTREAL.

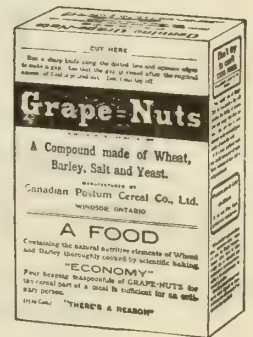
Compressed Corn Beef—½s, \$2.90;
1s, \$4.45; 2s, \$9.25; 6s, \$34.75;
14s, \$80.
Lunch Ham—1s, \$6.45; 2s, \$13.50.
Ready Lunch Beef—1s, \$4.45; 2s, \$9.
English Brawn—½s, \$2.90; 1s,
\$4.95; 2s, \$9.90.
Boneless Pig's Feet—½s, \$2.90; 1s,
\$4.95; 1s, \$9.90.
Ready Lunch Veal Loaf—½s, \$2.40;
1s, \$4.45.
Ready Lunch, Beef-Ham Loaf—½s,
\$2.40; 1s, \$4.45.
Ready Lunch Beef Loaf—½s, \$2.40;
1s, \$4.45.
Ready Lunch Asst. Loaves—½s,
\$2.45; 1s, \$4.50.
Geneva Sausage—1s, \$4.95; 2s, \$9.45
Roast Beef—½s, \$2.90; 1s, \$4.45;
2s, \$9.25; 6s, \$34.75.
Boiled Beef—1s, \$4.45; 2s, \$9.25; 6s,
\$34.75.
Jellied Veal—½s, \$2.90; 1s, \$4.45;
2s, \$9.

Cooked Tripe—1s, \$2.45; 2s, \$4.45.
Stewed Ox Tail—1s, \$2.45; 2s, \$4.45.
Stewed Kidney—1s, \$4.45; 2s, \$8.95.
Mince Collops—½s, \$1.95; 1s, \$3.75;
2s, \$6.95.
Sausage Meat—1s, \$4, 2s, \$7.75.
Corn Beef Hash — ½s, \$1.95; 1s,
\$3.70; 2s, \$5.45.
Beef Steak and Onions—½s, \$2.90;
1s, \$4.45; 2s, \$8.45.
Jellied Hocks—2s, \$9.95; 6s, \$29.80;
Irish Stew—1s, \$3.45; 2s, \$6.75.
Cambridge Sausage—1s, \$4.45; 2s,
\$8.45.
Boneless Chicken — ½s, \$5.90; 1s,
\$8.95.
Boneless Turkey — ½s, \$5.90; 1s,
\$8.95.
Ox Tongue—½s, \$3.85; 1s, \$7.95;
1½s, \$12.45; 2s, \$15.95; 2½s,
\$17.50; 3½s, \$27; 6s, \$45.
Lunch Tongue—½s, \$3.45; 1s, \$6.75;
2s, \$15.50.
Tongue Lunch—1s, \$6.75.
Beef Suet—1s, \$4.90; 2s, \$8.50.
Mince Meat (Tins)—1s, \$2.95; 2s,
\$4.45; 6s, \$12.95.
Mince Meat (Bulk)—5s, 23c; 10s,
22c; 25s, 21c; 50s, 20c; 85s, 20c.
Chateau Brand Pork and Beans,
with Tomato Sauce—Ind., \$1.10;
1s, \$1.75; 2s, \$2.55; 3s, \$3.85.
With Plain Sauce—Ind., \$1; 1s,
\$1.65; 2s, \$2.40; 3s, \$3.40.
Chateau Brand Concentrated Soups
—Celery, 1s, \$1.25; Consommé,
1s, \$1.25; Green Peas, 1s, \$1.25;
Julienne, 1s, \$1.25; Mulligatawny,
1s, \$1.25; Mutton Broth, 1s, \$1.25;
Ox Tail, 1s, \$1.25; Pen, 1s, \$1.25;
Scotch Broth, 1s, \$1.25; Veget-
table, 1s, \$1.25; Chicken, 1s,
\$1.65; Mock Turtle, 1s, \$1.65, To-
mato, 1s, \$1.65; Vermicelli To-
mato, 1s, \$1.35; Assorted, 1s,
\$1.35; Soups and Bouilli, 1s,
\$12.50.
Clark's Pork and Beans, Tomato
Sauce, Blue Label—Ind., 95c; 1s,
\$1.25; 1½s, \$1.90; 2s, \$2.30; 3s,
flats, \$2.95; 3s, talls, \$3.35; 6s,
\$12; 12s, \$20.
Plain Sauce, Pink Label—Ind.,
85c; 1s, \$1.15; 1½s, \$1.65; 2s,
\$1.95; 3s (flats), \$2.50; 3s (talls),
\$2.95; 6s, \$10; 12s, \$18.
Chili Sauce (red and gold label)—
Ind., 95c; 1s, \$1.25; 1½s, \$1.90;
2s, \$2.30; 3s (flat), \$2.95.
Vegetarian Baked Beans and To-
mato Sauce—2s, \$2.25.
Sliced Smoked Beef—½s, \$2.35; 1s,
\$3.45; 4s, \$24.
Canadian Boiled Dinner—1s, \$2.45;
2s, \$5.95.
Army Rations—Beef and Vegetables,
1s, \$3.45; 2s, \$5.95.
Spaghetti with Tomato Sauce with
Cheese—½s, \$1.85; 1s, \$2.50; 2s,
\$4.30.
Tongue, Ham and Veal Pates—½s,
\$2.25.
Ham and Veal Pates—½s, \$2.25.
Smoked Vienna Style Sausage—½s,
\$2.45.
Pate De Foie—¼s, 75c; ½s, \$1.40.
Plum Pudding—½s, \$2.45.
Potted Beef Ham—¼s, 75c; ½s,
\$1.40.
Beef—¼s, 75c; ½s, \$1.40.
Potted Tongue—¼s, 75c; ½s, \$1.40.
Potted Game (Venison)—¼s, 75c.
Potted Veal—¼s, 75c; ½s, \$1.40.
Potted Meats (Assorted)—¼s, 80c;
½s, \$1.45.
Deville Beef Ham—¼s, 75c; ½s,
\$1.40. Beef—¼s, 75c; ½s, \$1.40.
Deville Tongue—¼s, 75c; ½s,
\$1.40. Veal—¼s, 75c; ½s, \$1.40.
Deville Meats (Assorted)—¼s, 80c,
½s, \$1.45.
In Glass Goods
Fluid Beef Cordial—20 oz. bottle,
\$10; 10 oz., \$5.
Ox Tongue — 1½s, \$14.50; 2s,
\$17.50.
Lunch Tongue—1s, \$9.95.
Sliced Smoked Beef — ¼s, \$1.75;
½s, \$2.85; 1s, \$4.15.
Mincemeat—1s, \$3.45.
Potted Chicken—¼s, \$2.35.
Ham—¼s, \$2.35.
Tongue—¼s, \$2.35.
Venison—¼s, \$2.35.
Chicken Breast—½s, \$9.95.
Tomato Ketchup—8s, \$2.25; 12s,
\$2.80; 16s, \$3.50.
Peanut Butter—¼s, \$1.45; ½s,
\$1.95; 1s, \$2.45; in pails, 5s, 35c;
12s, 31c; 24s, 30c; 50s, 30c.

A Greatly Increased Demand for Grape-Nuts

shows public appreciation of this standard,
ready-to-eat cereal food.

Barley and other grains are blended in right
proportion in Grape-Nuts to produce what has
long been considered by many as



The Best of Breakfast Foods

Canada Food Board License No. 2-026

First-class Grocers handle first-class goods

A mighty good reason for that standard
of excellence in scouring soap



SAPOLIO

The General All-Around Cleaner

For toilet and bath there is nothing to
equal the every-day toilet soap—
HAND SAPOLIO.

ENOCH MORGAN'S SONS CO.
NEW YORK, U.S.A.

Canadian Selling Agents 'excepting British Columbia' Harold F. Ritchie & Co., Ltd.
Toronto, Ontario



Auld Bros., Limited

WHOLESALE GROCERS

Butter, Eggs and Poultry

One of the Island's Largest
Receivers and Distributors

Correspondence Solicited

Charlottetown,
P. E. I.

How to sell

OCEAN BLUE

is not a problem. It is merely a question of getting your customers to try the first 5 cent packet. After that, repeat orders follow as a matter of course.

Order from your Wholesaler.

HARGREAVES (CANADA), LTD.,

The Gray Building, 24-26, Wellington St., W., Toronto.

WESTERN AGENTS: For Manitoba, Saskatchewan and Alberta—W. L. Mackenzie & Co., Ltd., Winnipeg, Regina, Saskatoon, Calgary and Edmonton. For British Columbia and Yukon—Creeden & Ivory, Rooms 5 and 6, Jones Block, 407 Hastings Street W., Vancouver, B.C.



COLMAN'S OR KEEN'S MUSTARD.

	Per doz. tins
D. S. F., ¼-lb.	\$....
D. S. F., ½-lb.
D. S. F., 1-lb.
F. D., ¼-lb.

	Per jar
Durham, 1-lb. jar, each...	\$....
Durham, 4-lb. jar, each...

Canadian Milk Products, Ltd., Toronto and Montreal. KLIM

Hotel	\$17 75
Household size	7 50
Small size	5 25
Prices f.o.b. Montreal.	

THE CANADA STARCH CO., LTD.

Manufacturers of the
Edwardsburg Brands Starches

Laundry Starches—	
Boxes	Cents
40 lbs. Canada Laundry....	.09½
40 lbs., 1 lb. pkg., White Glass .....	.10½
48 lbs., No. 1 White or Blue Starch, 3-lb. cartons.....	.10¾
100-lb. kegs, No. 1 white..	.10¼
200-lb. bbls., No. 1 white..	.10¼
30 lbs., Edwardsburg Silver Gloss, 1-lb. chromo pkgs.	.11¾
48 lbs., Silver Gloss, in 6-lb. tin canisters .....	.12¾
36 lbs. Silver Gloss, in 6-lb. draw lid boxes .....	.13¼
100 lbs., kegs, Silver Gloss, large crystals .....	.11¼
40 lbs., Benson's Enamel, (cold water), per case...	3.25
20 lbs. Cases Refined Potato Flour, 1-lb. pkgs.....	.15
Celluloid, 45 cartons, case..	4.60

Culinary Starch

40 lbs., W. T. Benson & Co.'s Celebrated Prepared .....	.11¾
40 lbs. Canada Pure Corn..	.10¾
20-lb. Cases Refined Potato Flour, 1-lb. pkgs.....	.20
(20-lb. boxes, ¼c higher, except potato flour)	

BRANTFORD STARCH

Ontario and Quebec

Laundry Starches—	
Canada Laundry	\$0.09½
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lbs.	1.10
First Quality White Laundry—	
3-lb. canisters, cs. of 48 lbs.	.10½
Barrels, 200 lbs. ....	.10
Kegs, 100 lbs. ....	.10

Lily White Gloss—

1-lb. fancy carton cases, 30 lbs. ....	.11
8 in case .....	.12½
6-lb. toy trunks, lock and key, 6-lb. toy drum, with drumsticks, 8 in case....	.12½
Kegs, extra large crystals, 100 lbs. ....	.10½

Canadian Electric Starch—	
Boxes containing 40 fancy pkgs., per case	3.25

Celluloid Starches—	
Boxes containing 45 cartons, per case	4 50

Challenge Prepared Corn—	
1-lb. pkts., boxes of 40 lbs.	.10

GELATINE

Cox's Instant Powdered Gelatine (2-qt. size), per doz...	1 50
Knox Plain Sparkling Gelatine (2-qt. size), per doz.....	1 75
Instant Gelatine (lemon flavor), 2-qt. size, per doz.	1 85

SYRUP

THE CANADA STARCH CO.,
LTD., CROWN BRAND

CORN SYRUP.

Perfect Seal Jars, 3 lbs., 1 doz. in case	\$4.25
2-lb. tins, 2 doz. in case....	4.80
5-lb. tins, 1 doz. in case....	5.40
10-lb. tins, ½ doz. in case..	5.10
20-lb. tins, ¼ doz. in case..	5.05

(Prices in Maritime Provinces 10c per case higher)

Barrels, about 700 lbs.....	\$0.07¼
Half bbls., about 350 lbs....	.07½
¼ bbls., about 175 lbs.....	.07¾
2-gal. wooden pails, 25 lbs..	2.25
3-gal. wooden pails, 28½ lbs.	3 40
5-gal. wooden pails, 65 lbs..	5 50

LILY WHITE CORN SYRUP

2-lb. tins, 2 doz. in case...	\$5.30
5-lb. tins, 1 doz. in case...	5 90
10-lb. tins, ½ doz. in case.	5 60
20-lb. tins, ¼ doz. in case.	5 55

ST. LAWRENCE SUGAR REFINING CO.

Crystal Diamond Brand Cane Syrup	
2-lb. tins, 2 doz. in case ...	\$7.00
Barrels, per 100 lbs.	9.75
½ barrels, per 100 lbs.	10.00

INFANTS' FOOD

MAGOR, SON & CO., LTD.

Robinson's Patent Barley—	Doz.
1 lb.	\$4.00
½ lb.	2.00
Robinson's Patent Groats—	
1 lb.	\$4.00
½ lb.	2.00

NUGGET POLISHES

	Doz.
Polish, Black, Tan, Toney Red and Dark Brown	\$1.15
Card Outfits, Black and Tan..	4.15
Metal Outfits, Black and Tan..	4.85
Creams, Black and Tan	1.25
White Cleaner	1.25

IMPERIAL TOBACCO CO. OF CANADA, LIMITED. EMPIRE BRANCH

Black Watch, 9s, lb.....	\$1 08
Bobs, 11s	0 92
Currency, 11s	0 90
Stag Bar, 8s, boxes 5 lbs....	0 96
Pay Roll, thick bars, 9s....	1 10
Pay Roll, plug, 9s and 6-lb. caddies	1 10
Shamrock, 8s, ½ cads., 12 lbs., ¼ cads., 6 lbs.....	0 96
Great West Pouches, 8s, 3-lb. boxes, ½ and 1-lb. lunch boxes	1 00
Forest and Stream, tins, 10s, 2-lb. cartons	1 20
Forest and Stream, ¼s, ½s, and 1-lb. tins	1 20
Forest and Stream, 1-lb. glass humidors	1 50
Master Workman, 8s, 2-lb. cartons	1 00
Master Workman, bars, 6s, 2/3s, ½ butts, 9-lb. boxes, 3 lbs.	1 10
Derby 8s, 4-lb. boxes.....	0 96
Old Virginia, 12s.....	1 50
Old Kentucky (bars), 7s, boxes, 7 lbs.....	1 10

WM. H. DUNN, LTD., Montreal.

BABBITS

Soap Powder, case 100 pkgs...	\$5 00
Cleanser, case 50 pkgs.	2 90
Cleanser (Kosher) cs. 50 pkgs	2 90
Pure Lye, case of 4 doz.	5 60

Make sure that it is

“LEACOCK’S”

Extra Fancy

**BARBADOS
MOLASSES**



LEACOCK & COMPANY

*Exporters of the Highest Quality
Molasses*

BARBADOS

British West Indies

A Message to American Business

The Lesson of British Experience

From an Address made in New York by Mr. Val Fisher, London Publisher, Member London Chamber of Commerce, Associate Member American Chamber of Commerce in London

"IN four years of war, many things have happened in Great Britain that I am quite sure you will be interested in hearing about.

"Some wonderful things have happened in advertising, through war conditions, and I want to touch on some of those things, that you may be prepared for the conditions that will probably arise as the war goes on. In the last four years the business men of Great Britain have learned more concerning the importance of building good-will through advertising than they did in forty years preceding the war.

"In considering business conditions in England you must bear in mind that **ONE-HALF OF ALL THE MEN IN ENGLAND BETWEEN THE AGES OF 18 AND 51 ARE IN MILITARY OR NAVAL SERVICE.** That means **ONE-THIRD** of our entire male population, from the infants in the cradle to the extremely old.

"You must bear in mind that 5,000,000 British women who never worked before have voluntarily gone to work to fill the places of men at the front. Hundreds of our women are working in factories making TNT—a work that ruins the hair and turns the skin yellow—thus sacrificing their beauty for the rest of their lives for the sake of Britain and freedom. We have only one business in England and that is to win the war. We are all concentrated on that one thing, even to the boys and girls.

"You would think under such conditions, with as many men in active service, in proportion to population, as you would have if you had 18,000,000 men in uniform—you would think under such conditions that retail business would be bound to be bad. And yet business is wonderfully good. You American business men are now in much the same position as were the British businessmen at the end of their first year of war. You are wondering what will be the effect of increasing selective service—you are anticipating restrictions on your business—and I want to tell you some of our experiences so you can profit by them.

"The department stores of any country usually reflect the state of trade. The profits of the twelve leading London department stores during the period of war were as follows: Fiscal year 1914-15, profits \$4,950,000; 1915-16, \$4,250,000; 1916-17, \$5,575,000. In the Provinces the profits of the nine leading stores were: 1913-15, \$750,000; 1915-16, \$945,000; 1916-17, \$1,150,000.

"In the wholesale trade, the seven largest British houses increased their profits from \$3,429,000 in 1914-15 to \$5,885,000 in 1916-17. In the grocery trade, our leading chain-store firm made a profit of \$2,313,755 in 1916-17 and increased it to \$3,736,000 in 1917-18, the latter figure being \$1,000,000 per annum over their average for the previous five years. Lest you should think this is profiteering, I will tell you that the turn-overs justify such profits, and further, the British Government has recently declared there

was no profiteering. Trade is good, abnormally good in England, because never before in its history have there been so many workers per thousand population—never before has the wealth of the country been so evenly distributed.

"The experience of Britain's retail stores contains an object lesson which should not be lost on the business men of America. During the first few months of the war, many stores cut down their advertising. But Selfridge did not. He did not skip a single day. He used all the space the papers would allow him to use and has continued to do so. The result was that Selfridge's profits during the first year of the war were \$573,000; during the second, \$750,000, and during the third year, \$1,125,000.

"Another London store, much larger than Selfridge's at the start of the war, decided to cut down its advertising, and did so until they saw their mistake, and the result is shown in their returns. This store's profits for the first year of the war were \$1,546,000; for the second year, \$1,000,000; and for the third year, \$1,175,000. From the fourth or fifth place among London stores, in volume of business and profits, at the start of the war, Selfridge has climbed to **SECOND** place as the result of his continuous advertising, and he would be **FIRST** to-day, had not the war prevented building additions to his store.

"British manufacturers who have not a dollar's worth of merchandise to sell, whose entire plants are employed on Government work, are keeping their advertising continuously before the public, because while they are perfectly willing to turn their profits over to the Government, while they are perfectly willing for the sake of winning the war to have their factories commandeered and their normal business completely stopped, yet they are not willing to sacrifice their good-will; they are not willing to have their names or their products forgotten.

"And so they continue their advertising, continue building their good-will, so that when the war shall be won there will be an immediate demand for the billions of dollars' worth of merchandise that their greatly enlarged factories will then turn out.

"This is a time when every manufacturer, every business man, should look far ahead. Good-will cannot be built in a day, even by advertising. The war will not last always. We have all seen the mistake of being unprepared for war; it is almost as great and serious a mistake to be **UNPREPARED FOR PEACE.**

"What are you going to do with your acres and acres of enlarged factory space now employed in the making of War Products all over America, if you don't build good-will now for the goods you are going to make when the war is won? How are you going to keep the smoke coming out of your factory chimneys after peace is declared, if you don't keep your name constantly before the public now, and build a demand for

your peace-time products that will insure a satisfactory business the minute you stop making munitions or other war supplies?

"The war has taught the manufacturers and business men of Britain that advertising is not only the least expensive way to sell goods, but that it also has the far more important function of **BUILDING GOOD-WILL**—a good-will whose benefits, especially in critical times, can hardly be measured. British business men have also learned that advertising can be used in time of war to stop the sale of their goods, and at the same time retain and even increase the good-will of the public. In a few cases British corporations have realized when it was too late, and after irrevocable damage was done, that advertising would have saved them.

"Moreover, you Americans must not forget your opportunities for foreign trade. Millions of people in Great Britain and France and Italy and Central and South America will be looking to you for American-made goods when the war is over. Those of you who are best prepared, those of you whose good-will is most firmly established, will reap the greatest benefit.

"From the outbreak of the war British business men clearly recognized their duty to their country and its fighting men. It was essential that they should strain every nerve to keep the trade of the country as near normal as possible during the war and it is just as essential that when peace comes they must be prepared to keep every factory working at full pressure and to find employment for every employable unit. It is only by such methods that Britain can pay for her share of the war.

"No nation stands to gain as much commercially from the war as does America. In Great Britain the per capita income is \$236, and the per capita debt \$589; in the United States your per capita income is \$352, and your per capita debt is \$63.

"As you gentlemen know, I have been interested in fostering Anglo-American trade for many years. And I want to warn your manufacturing and export houses that **NOW** is the time to prepare for peace. I find a tendency here to neglect preparations for export trade until peace has been declared. There could not be a greater mistake. Now is not the time to export, but most emphatically now **IS** the time to lay your plans and build good-will.

"Through a long experience with Anglo-American trade I know that most of the failures made by British houses exporting to this country and of American houses exporting to Great Britain, have come about through the lack of adequately understanding the temperaments of the public in the two countries.

"These are times of rapid and tremendous change. No man can rest on his laurels. Those who were leaders last year, those who are leaders now in their respective business lines, may be surpassed next year by far-seeing, efficient and **THOROUGHLY PREPARED** competitors who have laid their plans a long way in advance."

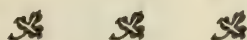
GINGER WINE
HOT TOD
CREAM DE MENTHE
BLACK CHERRY
PEPPERMINT
GRAPE VINO
PORT : CLARET
SLOE GIN

BLACKWOODS' TEMPERANCE WINES

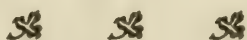
They are ideal Winter Drinks.
Can be served hot or cold.
Order from your jobber or direct.

Put Up by
BLACKWOODS LIMITED
Winnipeg, Man.

You Can Recommend to Your Customer
REGAL GOVERNMENT STANDARD



Always the best even with the restric-
tions imposed upon us by the Government.



ST. LAWRENCE FLOUR MILLS CO., LIMITED

The Trade Newspaper the Logical Medium for Your Advertising These Days

WHY?

The merchant is buying very carefully these days. The high prices of all foodstuffs make it absolutely necessary not to overstock.

He picks out lines suitable to his trade that he knows he can recommend and push.

There are a lot of new clerks in stores throughout Canada, because of the heavy enlistments for army service. These new clerks know very little about the goods in stock, and wise manufacturers realizing this are using liberal space in trade newspapers to educate the clerks, so they can talk their lines and make more sales.

Ten thousand housewives in Boston, Mass., were asked to express on a printed form, the reason for their use of 100 articles sold through the grocery trade.

FIFTY-SEVEN PER CENT. of this large number of grocery customers recorded the fact that it was the influence of their GROCERY DEALERS which was responsible for their use of these household articles. Twenty-five per cent. recorded newspaper advertising as responsible and the remainder were distributed over a number of other reasons such as bill-board advertising, friend's influence, etc.

Does this not indicate that the DEALER'S INFLUENCE is a mighty big element in selling? Where the Dealer has been interested and is lining up his support and that of his clerks, behind a certain line, is where biggest sales are being made.

You can enlist this big army of merchants and clerks in your service by forceful and educative advertisements in Maclean trade newspapers.

	Issues per year	Minimum price for page space	Cost for a year's advertising
Dry Goods Review	12	\$35	\$ 420
Men's Wear Review	12	30	360
Canadian Grocer	52	24	1,248
Hardware and Metal	52	24	1,248
Bookseller and Stationer	12	25	300
Sanitary Engineer	24	16.70	400

We invite correspondence on this subject of advertising in one or other of these retailers' newspapers.

The MacLean Publishing Co., Ltd., Toronto, Canada

Also at MONTREAL, WINNIPEG, NEW YORK, CHICAGO, BOSTON and LONDON, ENG.

"SATISFIED CUSTOMERS"

The above means success for you as well as for ourselves. Realizing this we are trying to give you the best that money can buy.

With the local fruits about off the market you will be needing larger shipments of Oranges, Lemons, Sweet Potatoes, New Figs, Cranberries, etc. We solicit your orders.

McBRIDE BROS.

35 Church Street, Toronto

Canada Food Control License 3-027, 3-028

Headquarters for
Lemons
Grape Fruit
Grapes
Oranges
New Calif. Figs

Also

Full Supply of Nuts for Hallowe'en
 Almonds, Chestnuts, Filberts, Braz-
 ils, Peanuts, and Walnuts.
 Shelled Almonds

WHITE & CO., LTD.
TORONTO

Canada Food Board License No. 277

LEMONS, ORANGES, GRAPES

The influenza epidemic has created a heavy demand for these lines. Fancy stock on hand for immediate shipment.

APPLES, APPLES

We can supply you any quantity fine winter stock in barrels or boxes. We have secured some fine Ontario orchards and several cars fancy Western wrapped stock. Ask us for quotations, carloads or less.

POTATOES and VEGETABLES, in any quantity.

DUNCANS LIMITED

Head Office: NORTH BAY

[Branches: COBALT, SUDBURY, and TIMMINS.]

Canada Food Control License No. 151

If any advertisement interests you, tear it out now and place with letters to be answered.

CARR & CO., LTD.

Wm. H. Dunn, Ltd., Montreal.
Dunn-Hortop, Ltd., Toronto.

COTTAM'S BIRD SEED CO.

Wm. H. Dunn, Ltd., Montreal.

CANADA THREAD MILLS CO., LTD., Toronto

Thread.

Scott-Bathgate Co., Ltd., Winnipeg.

CATZ & CO., Rotterdam, Holland—Carraway,

Poppy and other seeds.
Scott-Bathgate Co., Ltd., Winnipeg.

J. CARAMANDANI CO., LTD., Patras, Greece—

Currants.
Scott-Bathgate Co., Ltd., Winnipeg.

CHRISTIE, BROWN & CO., Toronto—Biscuits.

Scott-Bathgate Co., Ltd., Winnipeg.

D**DADELSZEN & CO., Bordeaux, France—Shelled**

Walnuts, Marbot Walnuts.
Scott-Bathgate Co., Ltd., Winnipeg.

DE BLOIS BROS., Charlottetown.

Gaetz & Co., Halifax.

DEFIANCE CHECK PROTECTORS

W. G. Patrick & Co., Toronto.

DICKENSON, ALBERT, & CO., Minneapolis—

Popping Corn, etc.
Donald H. Bain Co., Winnipeg.

DISHER, C. E., & CO., Vancouver—Tapioca,

Beans, Peanuts, Australian Honey.
H. P. Pennock & Co., Ltd., Winnipeg.

DINGEE, SQUIRE, Chicago—Pickles.

The H. L. Perry Co., Winnipeg.

DOMINION BUTTON MFRS., LTD., Kitchener—

Ivory, Fresh Water and Ocean Pearl.
F. D. Cockburn Co., Winnipeg.

DOMINION CANNERS, Specialty

H. D. Marshall, Montreal.

DIAMOND CRYSTAL SALT CO.

Grant, Oxley & Co., Halifax.

DOMINION CARAMEL CO., LTD., Montreal—

Diastatic Malt Flour for Bakers.
Watson & Truesdale, Winnipeg.

DOMINION FISH CO., LTD., Port Arthur—Lake

Superior Herring.
Donald H. Bain Co., Winnipeg.

DOMINION MATCH CO.

W. F. Elliot, Fort William, Ont.

DRIFOOT SHOE DRESSING

Maclure & Langley, Toronto.

DEFIANCE PACKING CO., Vancouver, B.C.

C. H. Grant Co., Winnipeg.

DRIED FRUITS

C. B. Hart, Reg., Montreal.

DOMINION SALT CO., LTD., Sarnia, Ont.—

Century Salt, Sifted.
Donald H. Bain Co., Winnipeg.

DOMINION SUGAR CO.—Sugar.

Mason & Hickey, Winnipeg.
W. F. Elliot, Fort William, Ont.

DOMINION TOBACCO CO., Montreal—Tobacco,

Cigarettes.
Donald H. Bain Co., Winnipeg.

DOWNEY, W. P., Montreal—Cocoanut and Essen-

tial Oils.
Watson & Truesdale, Winnipeg.

DUTCH TEA RUSKS

The Robt. Gillespie Co., Winnipeg.

DYERS' PORK AND BEANS, Vincennes, Ind.

Watson & Truesdale, Winnipeg.

E**ELECTRIC CLEANSER CO., Canton, Ohio.**

Wall Paper Cleansers.

EDDY, E. B., CO., LTD., Hull, Que.

Teeg & Persse, Ltd., Winnipeg.

EDWARDS DESSICATED SOUPS

Wm. H. Dunn, Ltd., Montreal.

ELMER CANDY CO., New Orleans.

Gaetz & Co., Halifax.

EGG-O BAKING POWDER

Littie Bros., Vancouver, B.C.

EPPE, JAMES, & CO., London, Eng.—Cocoa and

Chocolates.
F. D. Cockburn, Winnipeg.

ESSEX CANNING & PRESERVING CO., Essex,

Ont.—Canned Goods.
Mason & Hickey, Winnipeg.

EMPRESS MFG. CO., Vancouver, B.C.—Jams,

Pickles, etc.
H. P. Pennock & Co., Ltd., Winnipeg.

EVANS, COLEMAN & EVANS, Vancouver—

Salmon.
Donald H. Bain Co., Winnipeg.

EVERTON TOFFEE

W. G. Patrick & Co., Toronto.

EXCELSIOR MACARONI CO., Winnipeg.

Donald H. Bain Co., Winnipeg.

EDGE, WM., & SONS, LTD.

F. D. Cockburn Co., Winnipeg.

EUROPEAN CANNED GOODS

C. B. Hart, Reg., Montreal.

F**FELS & CO., Philadelphia—Fels Naptha Soap.**

Donald H. Bain Co., Winnipeg.

FEDERICO GARRET & CO., Malaga, Spain—

Olive Oil.
Mason & Hickey, Winnipeg.

FLAVELLES, LTD., Lindsay—Cheese, Honey,

Poultry.

W. L. Mackenzie & Co., Ltd., Winnipeg.

FRENCH'S SALAD CREAM CUSTARD

Maclure & Langley, Toronto.

FOSTER, CLARK, LTD.—Custard Powders, H. D.

Health Salts, Lemonade Powders.
Watson & Truesdale, Winnipeg.

FOSTER & HOLTERMAN, Brantford, Ont.—

Honey.
Mason & Hickey, Winnipeg.

FRAME & CO., New York—Spices, etc.

Donald H. Bain Co., Winnipeg.

FUNSTEN, R. E., DRIED FRUIT & NUT CO.,

St. Louis, Mo.—Pecans, etc.
Donald H. Bain Co., Winnipeg.

FURNIVALL-NEW, LTD., Hamilton—Pure Jam.

The H. L. Perry Co., Winnipeg.

FURUYA & NISHIMURA, Montreal—Japan Tea,

etc.
The C. H. Grant Co., Winnipeg.

FRENCH CASTLE SOAP.

A. P. Tippet & Co., Montreal.

FOLEY, E. Y. (Raisins), Fresno, Cal.

Watson & Truesdale, Winnipeg.

FUGITA & CO.

C. B. Hart, Reg., Montreal.

G**GARWOOD'S BREATH HEARTS.**

Maclure & Langley, Toronto.

GEORGE & BRANDAY, Kingston, Jamaica—

Pimenta, Jamaica Ginger.
Scott-Bathgate Co., Ltd., Winnipeg.

GELATINE, GROUND.

W. G. Patrick & Co., Toronto.

GINGER.

West India Co., Montreal.

GINGER IN JARS AND TINS.

W. G. Patrick & Co., Ltd., Toronto.

GORDON DRUG CO.

The A. Maclure Co., Winnipeg.

GRAPE NUTS.

W. H. Dunn, Ltd., Montreal.

GRAY SYRUP OF RED SPRUCE GUM.

H. L. Perry Co., Ltd., Winnipeg.

GRIFFITH DUNEY CO., San Francisco—Canned

Goods, Salmon, etc.
Donald H. Bain Co., Winnipeg.

GOLDEN NUT PEANUT BUTTER.

C. & J. Jones, Winnipeg.

GOLDEN GATE FRUIT CO., New York.

Gaetz & Co., Halifax.

GRACE & CO., LTD., Montreal.

Freeman & Sheely, Montreal.

GRACE, W. R., & CO., New York—Coffee.

The C. H. Grant Co., Winnipeg.

GRANBY ELASTIC WEB CO., Granby, Que.—

Elastic Webs and Cords, Fine Garter and
Suspender Webs.

F. D. Cockburn, Winnipeg.

GLICKS, MAX, LINES.

The A. Maclure Co., Winnipeg.

GIBSON, ROBT., & SONS.

The Robt. Gillespie Co., Vancouver.
The A. Maclure Co., Winnipeg.

GOODWILLIES, LIMITED—Preserved Fruits

(Eastern Canada).
Rose & Laflamme, Montreal.

GORMAN, ECKERT & CO., London—Olives,

Spices.
Mason & Hickey, Winnipeg.

GRIFFIN & SKELLEY—Dried Fruits.

Mason & Hickey, Winnipeg.

GRIFFIN & SKELLEY—Seedless Raisins.

A. P. Tippet & Co., Montreal.

THE GUGGENHIME CO., San Francisco, Cal.—

Dried Fruits, Nuts, etc.
The C. H. Grant Co., Winnipeg.

GRIFFITH DUNEY CO., San Francisco, Cal.—

Canned Goods.
Donald H. Bain Co., Winnipeg.

THE GRAHAM CO., LTD., Belleville, Ont.—

Evaporated Apples, Dessicated Vegetables.

Donald H. Bain Co., Winnipeg.

GOLD SEAL FLOUR.

H. D. Marshall, Montreal.

GRANGER & CO.—Coffee.

C. B. Hart, Reg., Montreal.

GARCIE & MAGGINI CO., San Francisco—Dried

Fruits.

Watson & Truesdale, Winnipeg.

GOOD HEALTH BREAKFAST FOOD.

Maclure & Langley, Toronto.

GULDEN'S MUSTARD.

W. G. Patrick & Co., Toronto.

H**HAWAIIAN PINEAPPLE.**

W. G. Patrick & Co., Toronto.

RICHARD HUDNUT PERFUME CO.

Wm. H. Dunn, Limited, Montreal.
Dunn-Hortop, Limited, Toronto.

HAMILTON COTTON CO., Hamilton, Ont.—

Twine, Clothes Lines, Lamp Wicks, etc.
Scott-Bathgate Co., Ltd., Winnipeg.

HEAVY CHEMICALS.

C. B. Hart, Reg., Montreal.

HENDERSON & CO., Ceylon—Ceylon Teas.

H. P. Pennock & Co., Winnipeg.

HICKMOTT CANNING CO.—Canned Asparagus.

C. B. Hart, Reg., Montreal.

HYSLOP'S JAMS.

Maclure & Langley, Toronto.

HO-MAYDE PRODUCTS CO., Toronto—Bread

Improver.

C. & J. Jones, Winnipeg.

HILLS BROS., New York—Royal Excelsior and

Dromedary Dates, Currants.
Donald H. Bain Co., Winnipeg.

HARD & HAND, INC., New York—Coffees.

Donald H. Bain Co., Winnipeg.

H. P. SAUCE.

W. G. Patrick & Co., Ltd., Toronto.

HARRY HORNE CO., Toronto—Health Salts and

Custard.

Gaetz & Co., Halifax.

The A. Maclure Co., Winnipeg.

HARPER-PRESNAIL CIGAR CO.—Cigars.

Mason & Hickey, Winnipeg.

HAZARD & CO., New York, U.S.A.—Rock Salt.

H. P. Pennock & Co., Ltd., Winnipeg.

S. J. HOUTEN & JOON, Weesp, Holland—Cocoa.

Scott-Bathgate Co., Ltd., Winnipeg.

HONEY.

C. B. Hart, Reg., Montreal.

HORSE RADISH MUSTARD.

Fred Coward, Toronto.

HUNT BROS., San Francisco—Canned Fruits,

Hawaiian Pineapple.
G. B. Thompson & Co., Winnipeg.

I**INGERSOLL PACKING CO.—Cheese, Meats.**

Gaetz & Co., Halifax.

Mason & Hickey, Winnipeg.

W. F. Elliot, Fort William, Ont.

IMPERIAL RICE MILLING CO., Vancouver,

B.C.—Rice.

Scott-Bathgate Co., Ltd., Winnipeg.

IMPORT & BY-PRODUCTS CO., INC., Trenton,

N.J.

C. & J. Jones.

INTERNATIONAL STOCK FOOD CO., Toronto

—Stock Food.

Scott-Bathgate Co., Ltd., Winnipeg.

ICY-HOT MFG. CO., Cincinnati, O.—Thermos

Goods.

H. P. Pennock & Co., Ltd., Winnipeg.

J**JARDINE, MATHESON & CO., LTD., New**

York.

Watson & Truesdale, Winnipeg.

THE JERVIS INLET CO., Steveston, B.C.—Canned

Salmon.

The C. H. Grant Co., Winnipeg.

JEYES DISINFECTANT.

Maclure & Langley, Toronto.

W. & R. JACOB & CO., LTD., Dublin, Ireland—

High Class Biscuits.

Watson & Truesdale, Winnipeg.

JIRCH FOOD CO., Maitland, Ont.

F. D. Cockburn Co., Winnipeg.

JONES, S. L., & CO., San Francisco.—Walnuts,

Beans, etc.

Apples

Let us look after your requirements. We handle the Famous

GEORGIAN BAY

BRAND APPLES

Fine, sound fruit that will be appreciated by every customer.

We invite correspondence.

LEMON BROS.
OWEN SOUND, ONTARIO

Canada Food Control License No. 182

Apples

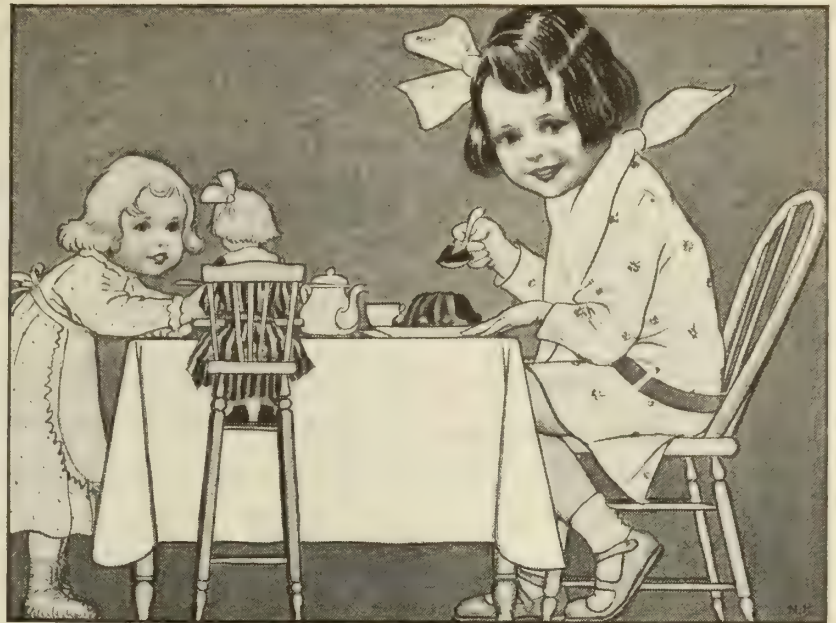
We can supply
you in car lots, or
single barrels.

Phone for Prices

**GEO. VIPOND
& COMPANY**

702-704 St. Paul St. W.
MONTREAL

Main 5368 (Exchange connects all
departments.)



"Won't Know the Difference, Maybe"

The young folks all like Jell-O, and so Betty believes, naturally enough, that Dolly will like it.

Betty would never think of saying to Dolly:

"This isn't Jell-O, but it looks 'most like it and tastes 'most like it and is 'most as good. You won't know the difference, Dolly, maybe."

There are products that look 'most like Jell-O, before and after they are made up, but they are not really like Jell-O in any essential quality.

"Dolly" may not know the difference, but live people do.

Beautiful ten-color window display material of high quality will be sent to you, free of all expense to you, of course, if you can use it to advantage, and we believe you can.

The Genesee Pure Food Company of Canada, Limited
Bridgeburg, Ont.
Made in Canada

Dairy Butter Wraps

Made from 30-lb. No. 1 Genuine Vegetable Parchment Paper, printed in two colors ink with design conforming to regulations covering Dairy Butter, size 8 x 11, packed 500 sheets to a carton.

ALWAYS IN STOCK

Special Printed Wraps to Order

Business Systems Limited
Largest Manufacturers of Butter
Wraps in Canada

52-56 Spadina Ave. TORONTO

THE "WANT" AD.

The "want ad." has grown from a little used force in business life into one of the great necessities of the present day.

Business men nowadays turn to the "want ad." as a matter of course for a hundred small services.

The "want ad." gets work for workers and workers for work.

It gets clerks for employers and finds employers for clerks. It brings together buyer and seller, and enables them to do business though they may be thousands of miles apart.

The "want ad." is the great force in the small affairs and incidents of daily life.

K

- KNOX GELATINE CO.**
Wm. H. Dunn, Limited.
- KERR BROS., Toronto.**
F. D. Cockburn Co., Winnipeg.
- KEMBALL, BISHOP & CO., London, Eng.—**
Citric and Tartaric Acid.
Scott-Bathgate Co., Ltd., Winnipeg.
- KKOVAH HEALTH SALTS.**
Maclure & Langley, Toronto.
- KKOVAH CUSTARD**
Maclure & Langley, Toronto.
- KKOVAH EGG SUBSTITUTE.**
Maclure & Langley, Toronto.
- KEENLEYSIDE & CO., London, Ont.—**“Matchless” Ammonia Powder.
Scott-Bathgate Co., Winnipeg.
- W. K. KELLOGG CO., Toronto—**Dominion Corn Flakes, Krumbles, Rice Flakes, etc.
Mason & Hickey, Winnipeg.
- KELLY CONFECTION CO., Vancouver, B.C.—**
Molasses.
Mason & Hickey, Winnipeg.
- KING BEACH MFG. CO., Mission City, B.C.—**
Jams and Jellies.
Mason & Hickey, Winnipeg.
- KITH'S CRISPETTES.**
The Macure Co., Winnipeg.
- KARAVAN COFFEE.**
The A. Macure Co., Winnipeg.
- KELLOGG'S TOASTED CORN FLAKES.**
H. D. Marshall, Montreal.

L

- LOCK, LANCASTER & JOHNSTON, London, Eng.—**Tea Lead.
Scott-Bathgate Co., Ltd., Winnipeg.
- LEA BROS.—**Pickles.
The A. Macure Co., Winnipeg.
- LEA & PERRINS, Worcester, Eng.—**Worcestershire Sauce.
H. P. Pennoek & Co., Ltd., Winnipeg.
- LANGE CANNING CO., Eau Claire, Wis.—**Canned Goods.
The C. H. Grant Co., Winnipeg.
- LUMMIS & CO., Suffolk, Va., and Philadelphia—**
Peanuts.
The C. H. Grant Co., Winnipeg.
- LOGGIE, W. S., & CO., LTD., Chatham, N.B.—**
Lobsters, Blueberries.
Mason & Hickey, Winnipeg.
- LOBSTER PASTE.**
W. G. Patrick & Co., Ltd., Toronto.
- LEON ISRAEL & BROS.—**Santos and Rio Coffee.
C. & J. Jones, Winnipeg.
- LIBERTY CHERRIES IN MARASCHINO.**
W. G. Patrick & Co., Ltd., Toronto.
- LIBERTY CHERRY & FRUIT CO., Kentucky, U.S.A.**
C. & J. Jones, Winnipeg.
- LIPTON, THOMAS J.**
Donald H. Bain Co., Winnipeg.
- LYLE, ABRAHAM, & SONS, London, Eng.**
C. & J. Jones, Winnipeg.
- LOGGIE, A. R., CO., Loggieville, N.B.—**Eagle Brand Lobsters, Clams, Blueberries.
Donald H. Bain Co., Winnipeg.
- LAUGHLIN'S LEMON JUICE.**
H. D. Marshall, Montreal.
- LITSTER PURE FOOD CO.—**Spices and Essences.
C. B. Hart, Reg., Montreal.
- LIEBENTHAL BROS. & CO., Cleveland—**Humpty Dumpty Lumps.
F. D. Cockburn Co., Winnipeg.
- LUTHER FORD & CO., Minneapolis—**Liquid Blueing.
G. B. Thompson & Co., Winnipeg.

M

- MACKINTOSH'S TOFFEE**
Maclure & Langley, Toronto.
- MALONE OIL CO.**
W. G. Patrick & Co., Toronto
- MAPLE LEAF DIRT CHASER.**
Maclure & Langley, Winnipeg.
H. P. Pennoek & Co., Ltd., Winnipeg.
- MACKAY, JOHN & CO., LTD.—**Barley.
The Robt. Gillespie Co., Vancouver.
- MAGOR, SON & CO., LTD.**
W. F. Elliot, Fort William, Ont.
- THE MENDELSON CORPORATION —**Heavy Chemicals.
C. B. Hart, Reg., Montreal.
- METCALFE MILLING CO.—**Rolled Oats.
G. B. Thompson & Co., Winnipeg.
- MELROSE TEAS.**
W. H. Dunn, Limited, Montreal.
Dunn-Hortop, Limited, Toronto.
- MACDONALD, W. C., REG'D, Montreal.—**Tobaccos.
W. L. Mackenzie & Co., Ltd., Winnipeg.
- MEEHAN, THOS. J., & CO., Baltimore.—**Canned Goods.
W. L. Mackenzie & Co., Ltd., Winnipeg.
- MAGGI SOUPS.**
Maclure & Langley, Toronto.
- MANFORD SCHIER, Dunnville, Ont.—**Evaporated Apples.
Mason & Hickey, Winnipeg.
- MASON, EHRHMAN & CO., Portland, Ore.—**Oregon Prunes.
Watson & Truesdale, Winnipeg.
- MICHIGAN TEA RUSK CO.—**Dutch Tea Rusks.
The Robt. Gillespie Co., Vancouver.
The A. Macure Co., Winnipeg.
- MacNUTT & SON, PETER, Malpeque, P.E.I.—**Canned Chicken and Lobsters.
F. D. Cockburn, Winnipeg.
- MARTIN & ROBERTSON, LTD., Vancouver, B.C.**
Rice etc.
The C. H. Grant Co., Winnipeg.
- MAPLE-FLAKE MILLS, Battle Creek, Mich.—**Cereals.
The C. H. Grant Co., Winnipeg.
- MAPSHMALLOW CREME.**
W. G. Patrick & Co., Ltd., Toronto.
- MONTREAL BISCUIT CO.**
Gaetz & Co., Halifax, N. S.
- MUSHROOMS.**
W. G. Patrick & Co., Ltd., Toronto.
- MYERS & SON, F. L., Jamaica.—**Spices
H. P. Pennoek & Co., Winnipeg.
- MOLASSES.**
Da Costa Co., Barbadoes, B.W.I.
H. P. Pennoek & Co., Ltd., Winnipeg.
West India Co., Montreal.
- MUSTARD (French's).**
Maclure & Langley, Ltd., Toronto
- MARSH'S GRAPE JUICE (Quebec Province).**
Rose & Laflamme, Ltd., Montreal.
- MACLAREN IMPERIAL CHEESE CO., Toronto.**
—Cream Cheese, Peanut Butter, Mustard, Dessert Jellies.
Watson & Truesdale, Winnipeg.
- MARITIME FISH CORPORATION, LTD., Montreal—**Fresh, Frozen and Smoked Fish.
Watson & Truesdale, Winnipeg.
- McMEEKIN & CO., London, Eng.—**Teas
Donald H. Bain Co., Winnipeg.
- MONKLAND BARLEY.**
G. B. Thompson & Co., Winnipeg.
- MONKLAND OATS.**
H. D. Marshall, Montreal.
- MOLASSES.**
West India Co., Montreal.
- MACE.**
West India Co., Montreal.
- MUSTARD PREPARED IN GLASS.**
Fred Coward, Toronto.

N

- NATIONAL LICORICE CO.**
Wm. H. Dunn, Limited, Montreal.
Mason & Hickey, Winnipeg.
- NICHOLSON & BROCK, Toronto—**Bird Seed.
Mason & Hickey, Winnipeg.
- NORTH AMERICAN CHEMICAL CO.—**Rice's Salt.
G. B. Thompson & Co., Winnipeg.
- NORCANNERS' SARDINES.**
Maclure & Langley, Toronto.
- NORWEGIAN CANNERS EXPORT CO., Norway—**Sardines.
H. P. Pennoek & Co., Winnipeg.
- NORTH ONTARIO PACKING CO., California—**Dried Fruits.
H. P. Pennoek & Co., Winnipeg.
- NORFOLK STORAGE CO., Virginia—**Peanuts.
H. P. Pennoek & Co., Winnipeg.
- NORMANNA IMPORTING CO.—**Imported Canned Goods.
C. B. Hart, Reg., Montreal.
- NIAGARA FALLS PICKLE CO.—**Pickles.
C. B. Hart, Reg., Montreal.
- NEW YORK & BORDEAUX TRADING CO.—**Imported Canned Goods.
C. B. Hart, Reg., Montreal.
- NIGGERHEAD SHRIMPS & COVE OYSTERS**
G. B. Thompson & Co., Winnipeg.
- NOBILITY CHOCOLATES.**
Maclure & Langley, Toronto.
- NOVELTY RUBBER SALES CO.—**Balloons, etc.
The Robert Gillespie Co., Vancouver.
- NUTMEGS.**
West India Co., Montreal.
- NUTS.**
West India Co., Montreal.
C. B. Hart, Reg., Montreal.

O

- OLIVIER'S O. K. TOFFY.**
The A. Maclure Co., Winnipeg.
- O'LEARY & LEE—**Canned Lobsters.
C. B. Hart, Reg., Montreal.

P

- PAINE, JOHN B., & CO., Toronto.**
Freeman & Sheely, Montreal.
Gaetz & Co., Halifax.
- PURE GOLD MANUFACTURING CO.**
William H. Dunn, Ltd., Montreal.
- PRYTZ & CO., Alicante, Spain—**Shelled Almonds.
Scott-Bathgate Co., Ltd., Winnipeg.
- PATERSON, SIMONS & CO., Singapore—**Tapioca.
Sago, Pepper, Nutmegs, Pineapples.
Scott-Bathgate Co., Ltd., Winnipeg.
- PAN CONFECTION FACTORY, Chicago, Ill.—**Confectionery.
Scott-Bathgate & Co., Ltd., Winnipeg.
- POSTUM CEREAL CO., LTD.**
W. H. Dunn, Ltd., Montreal.
- PARIS PATE**
Maclure & Langley, Toronto.
- PEERLESS CEREAL MILLS, Woodstock, Ont.**
Freeman & Sheely, Montreal.
- PETERBOROUGH CEREAL CO., Peterborough.**
Freeman & Sheely, Montreal.
- PLANTERS' NUT & CHOCOLATE CO.—**Peanuts.
G. B. Thompson & Co., Winnipeg.
- PLYMOUTH MILLING CO.—**Cornmeal, Rye Flour
G. B. Thompson & Co., Winnipeg.
- POTOMAC POULTRY FOOD CO.—**Oyster Shells.
G. B. Thompson & Co., Winnipeg.
- PHOENIX PACKING CO.—**Raisins, Dried Fruits.
G. B. Thompson & Co., Winnipeg.
- PROCTOR & GAMBLE CO.—**Crisco, Soaps, etc.
Mason & Hickey, Winnipeg.
- PUGSLEY, DINGMAN & CO.—**Comfort Soap, Ammonia Powder, Kleano Soap, Dingman's Ideal Blue, etc.
F. D. Cockburn, Winnipeg.
- PHEZ LOGANBERRY JUICE.**
Donald H. Bain Co., Winnipeg (Wes. Canada).
Rose & Laflamme, Ltd., Montreal (Eas. Canada)
- PATERSON, R., & SONS, Glasgow—**Camp Coffee
W. L. Mackenzie & Co., Ltd., Winnipeg.
- PIONEER LIVE STOCK PRODUCTS, London, Ont.—**Bird Seed, Stock Foods.
Donald H. Bain Co., Ltd., Winnipeg.
- POSTUM CEREAL CO., Battle Creek, Mich.—**Postum, Grape Nuts, Post Toasties, etc.
Donald H. Bain Co., Winnipeg.
- J. L. PRESCOTT & CO., New York—**Rising Sun Stove Polish, X-Ray Polish.
Donald H. Bain Co., Winnipeg.
- PURITY CROSS PRODUCTS.**
W. G. Patrick & Co., Toronto.

Q

- QUAKER OATS CO., Peterborough and Saskatoon—**Flour, Rolled Oats, Cereals.
Donald H. Bain Co., Winnipeg.
W. F. Elliot, Fort William, Ont.
- QUAKER CANDY CO., Toronto.**
F. D. Cockburn Co., Winnipeg.

R

- RAW SUGARS.**
H. P. Pennoek & Co., Ltd., Winnipeg.
West India Co., Montreal.
- RELEG.**
Loggie Sons & Co., Toronto.
- ROCHESTER CANDY WORKS, Rochester, N.Y.**
—Royal Dalcara Marshmallows.
F. D. Cockburn, Winnipeg.
- ROGERS, WILLIAM & CO., Denia, Spain—**Valencia Raisins.
Mason & Hickey, Winnipeg.
- ROBERTSON BROS., LTD., Toronto—**Confectionery.
Scott-Bathgate & Co., Ltd., Winnipeg.
- ROBERTSON, JAS., & SONS, Paisley, Scotland—**Jams and Marmalades.
C. & J. Jones, Winnipeg.

Do They Know?

It may be you want to rent that store; have a business for sale; seek a partner; or perhaps wish to purchase stock in a progressive grocery business. Then again it is likely to be some fixture you want taken off your hands owing to recent improvements.

Do the grocers in all parts of Canada know what you have to offer? They don't?

Then a "*Want Ad*" in *Canadian Grocer* will tell nearly all the progressive business men, together with their staffs, just what an opportunity you have, and in the way that you want them to know.

And the cost is so reasonable, too—2 cents a word for the first insertion, and 1 cent a word for each subsequent issue. 5 cents additional per insertion if answers are to be sent in care of a box number.

Is not that a good service at a low cost? It has accounted for many rapid turn-overs.

Send in yours to-day.

Canadian Grocer
143-153 University Avenue
Toronto

ROLA EGG POWDER.

H. L. Perry Co., Ltd., Winnipeg.

ROWNTREE CO., York, Eng. Confectionery.

Scott-Bathgate & Co., Ltd., Winnipeg.

ROBERTSON'S SCOTCH SHORTBREAD

The A. Maclure Co., Winnipeg.

REEDSBURG CANNING CO., Reedsburg, Wis.—
Canned Goods.

The C. H. Grant Co., Winnipeg.

ROMAN MEAL CO., West Toronto.

Gaetz & Co., Halifax.

RICE.

West India Co., Montreal.

C. B. Hart, Reg., Montreal.

RICE, GROUND, IN PACKETS.

Fred Coward, Toronto.

RIGA PURGATIVE WATER.

Maclure & Langley, Toronto.

RUPERT, A., & CO., Portland, Ore.—Dried Fruits

etc.

C. & J. Jones, Winnipeg.

RED WING GRAPE JUICE.

Dunn-Hortop, Limited, Toronto.

ROBIN HOOD MILLS, LIMITED.

Wm. H. Dunn, Limited, Montreal.

Dunn-Hortop, Limited, Toronto.

ROLA EGG POWDER.

Rose & Laflamme, Ltd., Montreal.

ROBIN, JONES & WHITMAN, LTD., Lunenburg, N.S.—Dried Fish.

Watson & Truesdale, Winnipeg.

ROB ROY PICKLES.

Maclure & Langley, Toronto.

ROSENBERG BROS. & CO., San Francisco—

Dried Fruits, Nuts.

C. B. Hart, Montreal.

S**SANBACH, TINNE & CO., Liverpool, Eng.—**

Spices.

C. & J. Jones, Winnipeg.

SAUCE, JOHN BULL, THICK.

Fred Coward, Toronto.

SAUCE, WORCESTER.

Fred Coward, Toronto.

ST. WILLIAMS PRESERVING CO., St. Williams,

Ont.—Jams and Marmalades.

Maclure & Langley, Toronto.

SEWARDS, LTD., Montreal—Toilet Soaps.

The Robt. Gillespie Co., Vancouver.

The A. Maclure Co., Winnipeg.

ST. LAWRENCE SUGAR REFINERIES, LTD.,

Montreal.

Tees & Persse, Ltd., Winnipeg.

ST. LAWRENCE STARCH CO., LTD., Port

Credit, Ont.

Tees & Persse, Ltd., Winnipeg.

SNAP CO., LTD., Montreal.

Tees & Persse, Ltd., Winnipeg.

SMITH BROS., LTD.—Fly Catchers.

The A. Maclure Co., Winnipeg.

SMALLS, LTD., Montreal—Maple Syrup.

Donald H. Bain Co., Winnipeg.

SMITH, E. D., & SON, LTD., Winona, Ont.—

Jams, Jellies, Marmalade, etc.

Wm. H. Dunn, Limited, Montreal.

Watson & Truesdale, Winnipeg.

SMITH & PROCTOR, Halifax—Bluenose Butter

in tins.

Watson & Truesdale, Winnipeg.

SMITH, N. & M., Halifax Herring in Barrels.

etc.

Watson & Truesdale, Winnipeg.

STERLING CHOCOLATE CO., LTD., Montreal—

Turkish Delights and Marshmallows.

Watson & Truesdale, Winnipeg.

SEALY, JNO., St. John, N.B.—Salt Fish.

Donald H. Bain Co., Winnipeg.

SCHLOSS MFG. CO., San Francisco Golden

State Jars.

Donald H. Bain Co., Winnipeg.

SABATER & CO., Reus, Spain—Tarragona Al-

monds, Filberts.

Scott-Bathgate & Co., Ltd., Winnipeg.

SANDBACH TINNE & CO.—Nuts etc.

West India Co., Limited, Montreal.

SANDBACH PARKER & CO.—Sugars.

West India Co., Limited, Montreal.

SEGGERMAN BROS., INC., New York—Rice,

The H. L. Perry Co., Winnipeg.

SHURLY & DERRETT, LTD., Toronto—Ropes,

Twines, Clothes Lines, Tennis Nets, etc.

F. D. Cockburn, Winnipeg.

WM. SYMINGTON & CO., Market Harborough,

Eng.—Custard Powder, Soups, Pea Flour.

F. D. Cockburn, Winnipeg.

SUPERIOR HONEY CO.

The A. Maclure Co., Winnipeg.

SUNLIT FRUIT CO.—Canned Fruits.

C. B. Hart, Reg., Montreal.

MRS. STEWART'S BLUING.—Liquid Bluing.

G. B. Thompson & Co., Winnipeg.

T**TECO PANCAKE MIXTURES.**

H. D. Marshall, Montreal.

TAYLOR'S PEELS.

A. P. Tippet & Co., Montreal.

JOHN TAYLOR & CO., Toronto Taylor's

Berax Soap and Soap Powder, Infant's De-

light Soap, Perfume, Cologne, Toilet Water

and Talcum Powder.

F. D. Cockburn, Winnipeg.

W. A. TAYLOR, & CO., Winnipeg—Horse Radish

Relishes.

Mason & Hickey, Winnipeg.

TEA, India, Ceylon and China.

Watson & Truesdale, Winnipeg.

THAMES CANNING CO., Thamesville, Ont.—

Canned Goods.

The C. H. Grant Co., Winnipeg.

THEROZ FUEL CUBES AND STOVES.

W. G. Patrick & Co., Toronto.

THE TURTLE MT. MILLING CO., Boisvevain,

Man.—Flour and Feed.

The C. H. Grant Co., Winnipeg.

TRENOR & CO., Valencia, Spain—Valencia

Raisins.

Scott-Bathgate Co., Winnipeg.

MATT. THOMPSON CO., Winnipeg—Fruit Cakes.

The Robt. Gillespie Co., Vancouver.

The A. Maclure Co., Winnipeg.

O. & W. THUM CO., (Tanglefoot), Grand Rapids,

U.S.A.

Tees & Persse, Ltd., Winnipeg.

TRUFFLES.

W. G. Patrick & Co., Toronto.

THISTLE BRAND CANNED FISH.

A. P. Tippet & Co., Montreal.

THORNTON & CO., Malaga, Spain—Blue Fruits

and Almonds.

Mason & Hickey, Winnipeg.

TOBIN, J., & SONS, Ottawa—Soldiers' Comfort

Boxes.

W. F. Elliott, Fort William, Ont.

TORBITT & CASTLEMAN CO., Louisville, Ky.

—Molasses and Syrup.

F. D. Cockburn Co., Winnipeg.

Freeman & Sheely, Montreal.

TOKSTED BURGER CO.—Imported Canned

Goods.

C. B. Hart, Reg., Montreal.

U**THOMPSON'S SALTED PEANUTS.**

G. B. Thompson & Co., Winnipeg.

UPTON'S JAMS.

Gaetz & Co., Halifax, N.S.

Rose & Laflamme, Ltd., Montreal, P.Q.

Scott-Bathgate Co., Winnipeg.

Schofield & Beer, St. John, N.B.

URQUHART, D., Hensall, Ont.—White Beans.

Mason & Hickey, Winnipeg.

V**VAN DYK, EDMUND, CO., New York.**

Gaetz & Co., Halifax.

VENIERE, P., Montpelier, France—Cream of

Tartar.

Scott-Bathgate Co., Ltd., Winnipeg.

W**WARD, A. W., & CO., Vancouver—Canned Sal-**

mon.

C. & J. Jones, Winnipeg.

WAVE KIST, TUNA FISH

W. G. Patrick & Co., Toronto.

WETHEY, J. H., LTD.—Mince Meat, Jams, etc.

Mason & Hickey, Winnipeg.

WHITNEY, J. C., CO., Chicago and Japan—

Japan Tea.

Scott-Bathgate Co., Ltd., Winnipeg.

WEST, FRED. J., INC., New York—Coffee.

Scott-Bathgate Co., Ltd., Winnipeg.

WESTERN SALT CO., Courtright, Ont.

Tees & Persse, Ltd., Winnipeg.

WENTWORTH ORCHARD CO., Hamilton—Com-

pound Jam and Jelly Mince-meat.

The H. L. Perry Co., Winnipeg.

WEST, TAYLOR, BICKLE & CO., LTD., Nor-

wich—High class Brooms.

Watson & Truesdale, Winnipeg.

WASHBURN-CROSBY CO., Minneapolis—Corn-

meal, Rye Flour.

Donald H. Bain Co., Winnipeg.

WILLAMETTE VALLEY PRUNE ASS'N, Salem,

Ore.—Prunes, Dried Loganberries.

Donald H. Bain Co., Winnipeg.

Wilson & Co., Inc., Chicago.

Gaetz & Co., Halifax.

WILSON, JAS., & SONS—Barley.

G. B. Thompson & Co., Winnipeg.

WILSON, J. C., Paper and Bag Mfrs.

W. F. Elliott, Fort William, Ont.

Salesmen Wanted

Men who have worked up a connection with the trade are far more valuable to you than inexperienced men. The way to locate them is through your trade paper because wide-awake salesmen read it. When in need of salesmen use the Want Ad Page; the rates are 2 cents per word first insertion and one cent per word for each subsequent insertion, a charge of 5 cents extra is made for Box Number to cover cost of forwarding replies.



Oakey's "WELLINGTON" KNIFE POLISH

The original and only reliable preparation for Cleaning and Polishing Cutlery, etc.

John Oakey & Sons, Ltd.

Manufacturers of Emery Cloth,
Black Lead, Glass Paper, &c.

LONDON, S.E., ENGLAND

AGENTS:

Geo. B. Jenkinson, 43 Queen St. East,
Toronto, and J. E. Huxley & Co., 220
McMillan St., Winnipeg.

20% RICE FLOUR

in home-made bread and cooking will immensely
improve the quality---try it.

MOUNT ROYAL MILLING & MANUFACTURING CO., LIMITED

Agents:
D. W. ROSS CO., MONTREAL

Mills at:
MONTREAL AND VICTORIA

Canadian Food Control No. 2-084

WHITTALL CANS

are made in Canada

For Meats, Vegetables, Fruits, Syrups, Fish, etc.

A. R. Whittall Can Company, Limited
Montreal

A. H. M. HAY

MONTREAL
122 Board of Trade Building

QUEBEC CITY
98 St. Peter Street

PRODUCE AND PROVISIONS IN CAR LOTS

Our Specialties:
POTATOES PEAS BEANS

Sole Selling Agent for
The United Farmers' Co-Operative Co. of New Brunswick, Limited

For the Provinces of Ontario and Quebec

Canadian Food Control License Nos. 3-853 and 3-1562

"WHO MAKES ?"

A Directory of Lines Made by Advertisers. Compiled from information furnished by these firms for the use of Readers of CANADIAN GROCER.

Notice to Readers:—To find who makes the grocery line you want, look under the heading for that class of goods. In most cases the brand name is given as well as the firm name and address of the manufacturer. If the line you want is not listed in this directory, write THE CANADIAN GROCER, and our Service Department will try to get the information for you.

See directory of store equipment advertisers for lines of equipment and fixtures on page 34. That directory faces Equipment Section in this issue.

- ALUM**
R. G. Bedlington & Co., Vancouver.
- ALMONDS (Roasted and Salted)**
Montreal Nut & Brokerage Co., Montreal.
Jos. Cote, Quebec, Que.
- ANCHOR CAPS**
Anchor Cap & Closure Corp., Toronto.
- APPLES**
Duncan's Ltd., North Bay.
Fancy, Oregon Apples, British Columbia
Apples—
Hugh Walker & Son, Guelph.
- APPLE CIDER**
Acme Vinegar Co., Winnipeg.
Caldwell Cider Co., New Toronto.
- AMMONIA POWDER**
Snowflake Ammonia Powder—
S. F. Lawrason & Co., London.
- AUTOGRAPHIC REGISTERS**
Business Systems Ltd., Toronto.
- AUSTRALIAN TALLOW**
O'Loane Kiely Co., Vancouver.
- BACON**
Wm. Davies Co., Ltd., Toronto.
Premium Bacon—
Swift Canadian Co., Toronto.
J. M. Schneider & Sons, Kitchener.
Beaver Brand Bacon
Ingersoll Packing Co., Ltd., Ingersoll.
- BAGS, PAPER**
E. B. Eddy Co., Hull, Que.
Walter Woods & Co., Hamilton.
- BAKED BEANS**
H. J. Heinz Co., Leamington.
- BAKED MEATS**
Armour & Co., Hamilton.
- BAKING POWDERS**
F. E. Dalley Corporation, Ltd., Hamilton.
Egg-O Baking Powder—
Egg-O Baking Powder Co., Hamilton.
White Star Baking Powder—
White Star Mfg. Co., Winnipeg.
Biscaltite Baking Powder—
Jones Packing & Provision Co., Smith's Falls.
- BAKING SODA**
White Star Baking Soda—
White Star Mfg. Co., Winnipeg.
Cow Brand Baking Soda—
Church & Dwight, Montreal.
Jones Packing & Provision Co., Smith's Falls.
- BANANAS**
Hugh Walker & Son, Guelph.
- BARLEYS**
Scotch Pearl Barley—
Quaker Oats Co., Peterborough, Ont.
Jno. MacKay Co., Bowmanville, Ont.
Pot and Pearl Barley—
Western Canada Flour Mills, Toronto.
- BARRELLED PORK AND BEEF**
Armour & Co., Hamilton.
Ingersoll Packing Co., Ingersoll.
Swift's Barrelled Pork and Beef—
Swift Canadian Co., Toronto.
- BARRELS**
Sarnia Barrel Works, Sarnia, Ont.
- BARREL COVERS**
The E. B. Eddy Co., Hull, Canada.
- BEANS, DRIED**
O'Loane Kiely Co., Vancouver.
Fujita & Co., Vancouver.
- BASKETS**
Walter Woods & Co., Hamilton.
- BEEF**
Armour & Co., Hamilton.
- BEEF BOUILLON**
E. W. Jeffress Ltd., Walkerville.
- BEEF CUTS**
J. M. Schneider & Sons, Ltd., Kitchener.
- BEEFSTEAK AND ONIONS**
Clark's Beefsteak and Onions—
W. Clark, Limited, Montreal.
- BEEFSTEAK SAUCE**
H. J. Heinz Co., Leamington.
- BEEF LOAF**
W. Clark, Limited, Montreal.
- BISCUITS**
McCormick's Biscuits—
C. J. Bodley, Ltd., Toronto.
J. & S. Cote, Quebec, Que.
McCormick Mfg. Co., London, Ont.
- BISCALITE BAKING POWDER**
Jones Packing & Provision Co., Smith's Falls.
- BLUE**
Keen's & Coleman's Blue—
Magor, Son & Co., Montreal.
Ocean Blue—
Hargreaves (Canada), Ltd., Toronto.
- BLUEBERRIES**
Shaw & Ellis, Pocologan, N.B.
- BOLOGNA**
Wm. Davies Co., Ltd., Toronto.
- BOOK COVERS**
The E. B. Eddy Co., Hull, Canada.
- BONELESS CHICKEN**
Clark's Boneless Chicken—
W. Clark, Limited, Montreal.
- BONELESS AND PREPARED FISH**
D. Hutton Co., Montreal.
O'Loane, Kiely Co., Vancouver, B.C.
- BORAX**
Fred. Coward, Toronto.
White Star Borax—
White Star Mfg. Co., Winnipeg.
B. & S. H. Thompson & Co., Montreal.
- BOXES, OVERSEA**
Boxes, Ltd., Ottawa.
J. Tobin & Sons, Ottawa.
- BREAD PLATES**
Cane's Bread Plates—
Wm. Cane, Sons & Co., Newmarket, Ont.
- BREAKFAST FOODS**
Pettijohn's Breakfast Food, Quaker Cracked Wheat, Quaker Farina, Quaker Oats, Quaker Puffed Rice, Quaker Toasted Corn Flakes, Tillson's Oats, Victor Rolled Wheat—
Quaker Oats Co., Peterborough, Ont.
Ralston Wheat Food—
Chisholm Milling Co., Toronto.
Purity Rolled Oats—
Western Canada Flour Mills Co., Ltd., Toronto.
- BROOMS**
Jos. Cote, Quebec, Que.
Keystone Brand Brooms, Nugget Brand Brooms, Jubilee Brooms, Metal Cased Brooms—
Stevens-Hepner Co., Port Elgin, Ont.
Prinsum Brand Corn Brooms—
L. Chaput Fils & Cie., Montreal.
T. S. Simms & Co., Ltd., Fairville, St. John.
Tiger Brand Brooms—
Walter Woods & Co., Hamilton, Ont.
Megantic Broom Co., Lake Megantic, Que.
- BRUSHES**
Keystone Brand Brushes—
Stevens-Hepner Co., Port Elgin, Ont.
Paint Brushes, Varnish Brushes, Household Brushes, Artists' Brushes, Kalsomine Brushes, Stable Brushes, Saddlery Brushes—
T. S. Simms & Co., Ltd., Fairville, St. John, N. B.
Walter Woods & Co., Hamilton.
- BRUSHES, TOOTH AND HAIR**
R. G. Bedlington & Co., Vancouver.
- BUTTER**
Wm. Davies Co., Ltd., Toronto.
Ingersoll Packing Co., Ingersoll.
Brookfield Creamery Butter—
Swift Canadian Co., Toronto.
Blue Nose Table Butter—
Smith & Proctor, Halifax, N.S.
- BUTTER BOX LINERS**
Business Systems Ltd., Toronto.
- BUTTER MOULDS**
Cane's Acme Butter Moulds—
Wm. Cane, Sons & Co., Newmarket, Ont.
- BUTTER WRAPS**
Business Systems Ltd., Toronto.
Walter Woods & Co., Hamilton.
- BUTTER CROCKS...**
Toronto Pottery Co., Ltd., Toronto.
- CALF CHOW (Purina)**
Chisholm Milling Co., Toronto.
- CANADIAN BOILED DINNER**
W. Clark, Ltd., Montreal.
- CAMPHOR**
R. G. Bedlington & Co., Vancouver.
- CANNED FISH**
Armour & Co., Hamilton.
Anderson & Miskin, Vancouver.
Clayoquot Sound Canning Co., Vancouver.
Brunswick Brand Clams, Brunswick Brand Finnan Haddies, Brunswick Brand Kipper Herring, Brunswick Brand Herring in Tomato Sauce, Brunswick Brand Oil Sardines—
Connors Bros., Ltd., Black's Harbor, N.B.
Goose Millard Packing Co., Vancouver, B.C.
D. Hutton Co., Montreal.
Maritime Fish Corporation, Montreal.
- CANNED LOBSTERS**
Connors Bros., Ltd., Black's Harbor, N.B.
D. Hutton Co., Montreal.
- CANNED FRUITS**
Dominion Cannery, Hamilton, Ont.
E. D. Smith & Son, Ltd., Winona.
- CANNED MEATS**
Armour & Co., Hamilton.
Wm. Davies Co., Ltd., Toronto.
Swift Canadian Co., Ltd., Toronto.
- CANNED SALMON**
Anderson & Miskin, Vancouver, B.C.
Primus Brand Canned Salmon—
L. Chaput Fils & Cie., Montreal.
Goose Millard Packing Co., Vancouver, B.C.
D. Hutton Co., Montreal.
Swift Canadian Co., Ltd., Toronto.
- CANNED VEGETABLES**
E. D. Smith & Son, Ltd., Winona, Ont.
Primus Brand Canned Vegetables—
L. Chaput Fils & Cie., Montreal.
Swift Canadian Co., Ltd., Toronto.
- CAPCASS BEEF, VEAL, MUTTON**
Swift Canadian Co., Ltd., Toronto.
- CARTON FILLERS**
Trent Mfg. Co., Ltd., Trenton, Ont.
- CASINGS**
Ingersoll Packing Co., Ingersoll.
Swift Canadian Company, Toronto.
- CASTOR OIL**
B. & S. H. Thompson & Co., Montreal.
- CATTLE FEEDS**
Chisholm Milling Co., Ltd., Toronto.
- CATSUP**
H. J. Heinz Co., Leamington.
E. D. S. Catsup—
E. D. Smith & Son, Winona, Ont.
Clark's Tomato Ketchup—
W. Clark, Limited, Montreal.
Taylor & Pringle Co., Ltd., Owen Sound.
- CHEMICALS**
R. G. Bedlington & Co., Vancouver.
- CHERRY CIDER**
Acme Vinegar Co., Winnipeg.
- CEREALS**
Biscuit Flour, Buckwheat Flour, Diet Flour, Health Flour, King's Food, Pancake Flour, Wheat Flakes, Wheat Kernels—
Chisholm Milling Co., Toronto.
Quaker Oats Co., Peterborough and Saskatchewan.
Western Canada Flour Mills, Winnipeg and Toronto.
- CELERY**
Duncan's Ltd., North Bay.
- CIGARS**
Jos. Cote, Quebec, Que.
El Roi Tan Cigar Co., Winnipeg.
S. Davis & Sons, Montreal.
Medal Bond, Check, Polo, Cuban Planter, Royal George little cigars—
Rock City Tobacco Co., Quebec, Que.

The Story of War Under the Earth

coast back down the tunnel, while bullets rattled on the shield like hail and, finally, how the explosive blew up the machine gun and its crew and blocked the passage again—this remarkable story is told by Lieut. C. W. Tilbrook (who was one of the two) in the course of an article, "An Underground Tank," in October MACLEAN'S.

Recently a Toronto newspaper declared editorially that the public was tiring of war books and war stories because of the sameness of them. The newspaper was right. But the public literally devours any story of the war that is new. The series of articles that Lieut. Tilbrook has done for MACLEAN'S have been read with an astonishing amount of interest *because they are different from anything that the public has yet read.*

Warfare in the tunnels is a terrible business—grim, silent, cruel. It is a strangely technical phase

THE German sappers had discovered and broken into a Canadian tunnel. They had planted a machine gun at their end and sent a shower of bullets down the dark, narrow passage whenever the Canadians made any effort to enter their underground galleries. The story of how two Canadians nailed steel snipers' shields to the front of a push cart and shoved it ahead of them up to the very teeth of the gun, and how they dropped a can of deadly explosive, hopped on to the cart, and let it

of warfare and the "sappers" go about their business with queer instruments that might have figured in a Jules Verne phantasy. To read of underground fighting, as Lieut. Tilbrook tells of it, is to get a vision of a new kind of war altogether—something gripping, fearsome and mystifying.

"An Underground Tank," is the best of his series. But, after all, it is only one feature in a long array that makes the October issue of MACLEAN'S one of unparalleled interest.

A STRANGE CHANGE IN WOMAN'S WORLD. By Agnes C. Laut.

The new status of women, arising out of the war, is treated in the powerful style of this famous writer, who came from the Canadian West. It introduces a new thought.

CONSCRIPTION AFTER THE WAR. By Brigadier-General A. C. Critchley.

A young Canadian who rose from Lieutenant to General in three years and originated the "Critchley Method" of military training, tells what he thinks about the need for compulsory service after the war.

THE LIFE OF MARY PICKFORD. By Arthur Stringer.

The second of a series of articles on Canada's most famous woman. No expense has been spared to produce the beautiful illustrations specially posed for the photographs.

THE FOUR FACTIONS AT OTTAWA. By J. K. Munro.

That the House will split into four, more or less, distinct groups is the guess of the author, a trained political observer. He outlines the reasons humorously, pungently and impartially. It is a political article on new lines and will be found refreshing.

BONEHEAD BILL—Another Service Poem.

Robert W. Service, most popular of poets, sends all his war verse to MACLEAN'S. In "Bonehead Bill" he depicts the grief of a soldier for his fallen foe.

THE EVENTS OF A MAD WORLD. are summed up in the "Review of Reviews" which gives reprints of the best articles from the magazines of the world. All the best and most important articles are selected—five dollars' worth for twenty cents!

OCTOBER MACLEAN'S

20c. per Copy, \$2.00 per Year.

Now on Sale at all News Dealers

THE MACLEAN PUBLISHING COMPANY, LIMITED
143-153 UNIVERSITY AVENUE, TORONTO

- CHEESE**
Wm. Davies Co., Ltd., Toronto.
Ingersoll Cream Cheese—
Ingersoll Packing Co., Ingersoll.
Swift's Brookfield Cheese—
Swift Canadian Company, Toronto.
- CANS, TIN**
A. R. Whittal Can Co., Montreal.
- CAKE, OVERSEAS**
Vogans, Limited, Toronto.
- CHILI CON CARNE**
E. W. Jeffress, Ltd., Walkerville.
- CHICKEN A LA KING**
E. W. Jeffress, Ltd., Walkerville.
- CHICKEN BOUILLON**
E. W. Jeffress, Ltd., Walkerville.
- CHICKEN SOUPS**
Chateau Brand Chicken Soup—
Chateau Brand Chicken Soup, Assorted—
W. Clark, Limited, Montreal.
Dominion Canners Ltd., Hamilton.
- CHICKEN CHOWDER (Purina)**
Chisholm Milling Co., Toronto.
- CHICK FEED (Purina)**
Chisholm Milling Co., Toronto.
- CHILI SAUCE**
H. J. Heinz Co., Leamington.
- CHOCOLATE**
Walter Baker & Co., Montreal.
Cowan Co., Toronto.
- CHOCOLATE BUTTER**
Canada Maple Exchange, Ltd., Montreal.
- CHOCOLATE BURNT ALMONDS**
Canada Maple Exchange, Ltd., Montreal.
- CHOCOLATES**
Bordeaux Chocolate, Chocolate Creams—
Canada Maple Exchange, Ltd., Montreal.
- CHOCOLATTA**
Nutrient Food Co., Toronto.
- CHOW CHOW**
H. J. Heinz Co., Leamington.
- CIDER**
Caldwell Cider Co., New Toronto.
Fred Coward, Toronto.
Taylor-Pringle Co., Ltd., Owen Sound.
- CITRIC ACID**
B. & S. H. Thompson & Co., Montreal.
- CIGARETTES**
Jos. Cote, Quebec, Que.
Player's Navy Cut Cigarettes, Richmond
Straight Cut Cigarettes, Gold Crest Cigarettes, Mogul Cigarettes, Murad Cigarettes, Pall Mall Cigarettes—
Imperial Tobacco Co., Montreal.
Britannia Cigarettes—
Sweet Rose Cigarettes—
Rock City Tobacco Co., Quebec.
- CLAMS**
Indian Chief Brand—
Shaw & Ellis, Pocologan, N.B.
O'Loane Kiely Co., Vancouver, B.C.
- CHEMICAL WARE**
Toronto Pottery Co., Ltd., Toronto.
- CHURNS**
Toronto Pottery Co., Ltd., Toronto.
- CLEANSERS**
Armour & Co., Hamilton.
Babbitt's Cleanser—
B. T. Babbitt Co., New York, N.Y.
- CLOSET CLEANSER**
Sani-Flush Closet Cleanser—
Hygienic Products Co., Canton, Ohio.
- CLOTHES LINE PULLEYS**
Megantic Broom Mfg. Co., Lake Megantic, Que.
- CLOTHES PINS**
Cane's First Quality Clothes Pins—
Wm. Cane, Sons & Co., Newmarket, Ont.
Megantic Broom Co., Lake Megantic, Que.
- COCA-COLA**
Coca Cola Co. of Canada, Winnipeg.
- COCOANUT OIL**
Jones Packing & Provision Co., Smith's Falls.
- COCOA BUTTER SUBSTITUTE**
Jones Packing & Provision Co., Smith's Falls.
- COCOAS**
Baker's Breakfast Cocoa—
Walter Baker & Co., Montreal
Borden's Condensed Cocoa—
Borden's Cocoa, with milk and sugar—
Borden Milk Co., Montreal.
Perfection Cocoa—
Cowan Co., Toronto.
Malcolm Condensing Co., St. George, Ont.
Lipton's Instant Cocoa—
Thos. J. Lipton, Toronto.
- COFFEES**
Wm. Braid & Co., Vancouver.
Jos. Cote, Quebec, Que.
S. H. Ewing Sons, Montreal.
- F. F. Dalley Corporation, Ltd., Hamilton.
White Star Coffee—
White Star Mfg. Co., Ltd., Winnipeg.
Lipton's Yellow Label Coffee—
Lipton's Blue Label Coffee—
Thos. J. Lipton, Toronto.
Thistle Brand, Roquet Brand—
Hudson, Hebert & Co., Montreal.
White Swan Spice & Cereals, Ltd., Toronto.
- COFFEE, CONDENSED**
Borden's Condensed Coffee—
Borden's with milk and sugar—
Borden Milk Co., Montreal.
St. George Brand Coffee—
Malcolm Condensing Co., St. George, Ont.
- COFFEE ESSENCE**
E. W. Jeffress, Ltd., Walkerville.
Fred Coward, Toronto.
- COCOANUT MACAROONS**
C. J. Bodley Ltd., Toronto.
- COCOANUT**
E. B. Thompson, Toronto.
White Star Unsweetened Cocoanut—
White Star Mfg. Co., Winnipeg.
- COLLAPSIBLE BASKETS**
A. B. Scott & Co., Niagara Falls, Ont.
- COLLAR PADS**
American Pad & Textile Co., Chatham.
- CONDENSED MILK**
Canadian Milk Products Co., Toronto.
Banner Condensed Milk—
Princess Condensed Milk—
Malcolm Condensing Co., St. George, Ont.
Borden's Condensed Milk—
Borden Milk Co., Montreal.
- CONDIMENTS**
H. J. Heinz Co., Leamington.
- CONFECTIONERY**
Jos. Cote, Quebec, Que.
Charbonneau, Ltd., Montreal.
The Cowan Co., Toronto.
John Gray Co., Glasgow, Scotland.
- COOKING OIL**
Jones Packing & Provision Co., Smith's Falls.
- CONFECTIONERS' SUPPLIES**
Borden Milk Co., Montreal.
- CONFECTIONERY CASES**
Walker Bin & Store Fixture Co., Kitchener, Ont.
- COOKED MEATS**
Armour & Co., Hamilton.
Wm. Davies Co., Ltd., Toronto.
Harris Abattoir Co., West Toronto.
Swift Canadian Company, Toronto.
Ingersoll Packing Co., Ingersoll, Ont.
- COOKIES**
C. J. Bodley, Ltd., Toronto.
- CONTAINERS**
Empire Containers—
Connecticut Oyster Co., Ltd., Toronto.
- CORKS**
S. H. Ewing Sons, Montreal.
- CORNEB BEEF**
Clark's Corned Beef—
W. Clark, Limited, Montreal.
- CORN FLAKES**
Quaker Oats Co., Peterboro.
- CORN MEAL**
Gold Dust and Fancy Yellow Corn Meal—
Chisholm Milling Co., Toronto.
Buckeye Pure Gold Cornmeal—
Quaker Best Yellow Cornmeal—
Quaker Oats Co., Peterborough, Ont.
- CORN SYRUP**
Canada Starch Co., Montreal.
- COUGH SYRUP**
J. L. Mathieu & Co., Sherbrooke, Que.
- COUNTER CHECK BOOKS**
Business Systems, Ltd., Toronto.
- COUNTER REFRIGERATORS**
John Hillock & Co., Toronto.
Walker Bin & Store Fixture Co., Kitchener, Ont.
- CORRUGATED FLATS**
Trent Mfg. Co., Ltd., Trenton.
- COTTON WASTE**
E. Pullan, Toronto.
- CREAM BARS**
Canada Maple Exchange, Ltd., Montreal.
- CREAM POWDER**
Canadian Milk Products Ltd., Toronto.
- CREAM SUGAR**
Canada Maple Exchange, Ltd., Montreal.
Small's Ltd., Montreal.
- CREAM CHEESE**
Armour & Co., Hamilton.
Ingersoll Packing Co., Ingersoll, Ont.
- CREAM OF TARTAR**
White Star Cream of Tartar—
White Star Mfg. Co., Ltd., Winnipeg.
B. & S. H. Thompson & Co., Montreal.
- CREAM OF TARTAR (Substitutes)**
Jones Packing & Provision Co., Smith's Falls.
B. & S. H. Thompson & Co., Montreal.
- CREMOIL**
Swift Canadian Co., Ltd., Toronto.
- CUSPIDORS**
The E. B. Eddy Co., Hull, Canada.
- CROCKERY**
Toronto Pottery Co., Ltd., Toronto.
- CUSTARD POWDER**
Sutcliffe & Bingham Co.
Maclure & Langley, Toronto.
- CULINARY HERBS**
Fred Coward, Toronto.
- CRANBERRIES**
Duncan's Ltd., North Bay.
Hugh Walker & Son, Guelph.
McBride Bros., Toronto.
White & Co., Toronto.
- DILL PICKLES**
H. J. Heinz Co., Leamington.
- DOG FOODS**
Spratt's Dog Cakes—
Spratt's Puppy Biscuits—
Spratt's Patent, Ltd., London, Eng.
- DRESSED HOGS**
Harris Abattoir Co., Toronto.
Swift Canadian Co., Ltd., Toronto.
Wm. Davies Co., Ltd., Toronto.
- DRY SALTED MEATS**
Ingersoll Packing Co., Ingersoll.
Swift Canadian Co., Ltd., Toronto.
- DUSTERS**
O-Cedar Dusters—
Channell Chemical Co., Toronto.
- DUSTING CLOTHS**
O-Cedar Dusting Cloth—
Channell Chemical Co., Toronto.
E. Pullan, Toronto.
- DUSTING MOPS**
O-Cedar Dusting Mops—
Channell Chemical Co., Toronto.
- DYES**
Sunset Soap Dye—
Sunset Soap Dye Co., care Harold F. Ritchie Co., Toronto.
- DRUGS**
Jos. Cote, Quebec, Que.
- EARTHENWARE**
Toronto Pottery Co., Ltd., Toronto.
- EGGS**
Bowes Eggs—
The Bowes Co., Ltd., Toronto.
Wm. Davies Co., Ltd., Toronto.
Harris Abattoir Co., Toronto.
Ingersoll Packing Co., Ingersoll, Ont.
Swift's Brookfield Eggs—
Swift Canadian Co., Toronto.
- EGG CASE FILLERS**
Trent Mfg. Co., Ltd., Trenton.
- EGG CRATES**
Cane's Egg Crates—
Wm. Cane, Sons & Co., Newmarket, Ont.
- ELECTRIC AUTO LIGHT**
R. G. Bedlington & Co., Vancouver.
- ELECTRIC FLASH LIGHTS**
R. G. Bedlington & Co., Vancouver.
- ELECTRICAL SUPPLIES**
R. G. Bedlington & Co., Vancouver.
- ENGLISH BRAWN**
W. Clark, Limited, Montreal.
- EVAPORATED APPLES**
O. E. Robinson & Co., Ingersoll, Ont.
- EVAPORATED MILK**
Borden's Evaporated Milk—
Borden Milk Co., Montreal.
St. George Evaporated Milk—
Malcolm Condensing Co., St. George, Ont.
- EVAPORATED VEGETABLES**
Chilliwick Evaporating & Packing Co., Vancouver, B.C.
- EGG POWDER (Kola)**
Releg Co., Quebec, Que.
Rose & Laflamme Co., Montreal.
New Imperial Co., Reg'd, Quebec, P.Q.
- EPSOM SALTS**
Fred Coward, Toronto.
- EXTRACTS**
Wm. Braid & Co., Vancouver, B.C.
Blackwood's Ltd., Winnipeg.
Royal Extracts—
Horton-Cato Co., Windsor, Ont.
Shirriff's Flavoring Extracts—
Imperial Extract Co., Toronto.
White Star Extracts—
White Star Mfg. Co., Winnipeg.
- ERASERS, RUBBER**
R. G. Bedlington & Co., Vancouver.
- FILBERTS, ROASTED AND SALTED**
Montreal Nut & Brokerage Co., Montreal.
- FANCY MEATS**
Swift's Fancy Meats—
Swift Canadian Co., Toronto.

ST. WILLIAMS PURE JAMS

*Packed
in
4-lb. Tins*



Peach
Plum
Apricot
Green Gage
Red Currant
Gooseberry
JAMS

All ready for shipment

Made by

St. Williams Fruit Preservers, Limited
St. Williams, Ontario

Distributors:

Maclure & Langley Limited
TORONTO WINNIPEG

FEED

Banner Feed—
Schumacher's Stock Feed.
Victor Feed—
Quaker Oats Co., Peterborough, Ont.

FISH PASTES (Glass)

O'Loane Kieley Co., Vancouver, B.C.

FILTERS (Water)

Toronto Pottery Co., Ltd., Toronto.

FIRE BRICK

Toronto Pottery Co., Ltd., Toronto.

FISH, FRESH, FROZEN, ETC.

Maritime Fish Corporation, Montreal.
D. Hatton Co., Montreal.
Emile Paturel, Shediac, N.B.
Swift Canadian Co., Toronto.
White & Co., Toronto.

FLOOR DRESSING.

Standard Floor Dressing.
Imperial Oil Co., Toronto.

FLOOR WAX

Linoleo Floor Wax—
Hargreaves (Canada) Limited, Toronto.

FLOOR POLISH

Imperial Oil Co., Toronto.

FLOUR

Purity Flour—
Western Canada Flour Mills Co., Ltd., Head Office, Toronto.
Purina Whole Wheat Flour—
Chisholm Milling Co., Toronto.
Quaker Graham Flour—
Quaker Manitoba Patent Flour—
Quaker Oats Co., Peterborough and Saskatchewan.
St. Lawrence Flour Mills, Montreal.

FLOUR, SELF RISING

Brodie & Harvey, Montreal.

FLOUR SACKS

The E. B. Eddy Co., Hull, Canada.

FLOWER POTS

Toronto Pottery Co., Ltd., Toronto.

FOOT WARMERS

Toronto Pottery Co., Ltd., Toronto.

FLUID BEEF CORDIAL

Clark's Fluid Beef Cordial—
W. Clark, Limited, Montreal.

FRENCH CREAMS

Canada Maple Exchange, Ltd., Montreal.

FRUITS (Fresh)

Duncan's, Limited, North Bay, Ont.
Lemon Bros., Owen Sound, Ont.
McBride Bros., Toronto.
Geo. Vipond & Co., Montreal.
W. J. McCard & Co., Toronto.
White & Co., Toronto.
Hugh Walker & Son, Guelph.

FRUIT CAKE

C. J. Bodley, Ltd., Toronto.

FRUIT SYRUPS, FOUNTAIN SUPPLIES

Blackwood's Ltd., Winnipeg.

FROZEN FISH

D. Hatton Co., Montreal.

FURNITURE POLISH

O-Cedar Polish—
Channell Chemical Co., Toronto.

GASOLINE

Imperial Oil Co., Toronto.

GELATINE

F. S. Jarvis & Co., Toronto.

GINGER BEER

Blackwood's Ltd., Winnipeg.

GLOVES (Cotton)

American Pad & Textile Co., Chatham.

GLOVES (Canvas)

American Pad & Textile Co., Chatham.

GRAIN DEALERS

Chisholm Milling Co., Ltd., Toronto.

GRANITEWARE MENDER

"Vol-Peck"—
H. Nagle Co., Montreal.

GRAPES

Duncans Ltd., North Bay.
Hugh Walker & Son, Guelph.

GRAPE FRUIT

Duncans Ltd., North Bay.
Hugh Walker & Son, Guelph.

GRAPE NUTS

Postum Cereal Co., Windsor, Ont.

GRAPE JUICE

E. D. Smith & Son, Winona, Ont.
Marsh Grape Juice Co., Niagara Falls.
The Welch Co., St. Catharines, Ont.

GROUND RICE IN PACKETS

Fred Coward, Toronto.

GROCERY FIXTURES

Walker Bin & Store Fixture Co., Kitchener.

HAMS

Wm. Davies Co., Ltd., Toronto.
Harris Abattoir Co., Toronto.

Beaver Brand Hams—

Ingersoll Packing Co., Ingersoll.
Premium Hams—
Swift Canadian Company, Toronto.

HAMS (Boiled and Smoked)

J. M. Schneider & Sons, Ltd., Kitchener.

HARD BOILED CANDY DROPS

Canada Maple Exchange Ltd., Montreal.

HERBS

White Star Herbs—
White Star Mfg. Co., Winnipeg.

HEADACHE POWDERS

J. T. Mathieu & Co., Sherbrooke, Que.

HEADCHEESE

Wm. Davies Co., Ltd., Toronto.

HERRINGS

Connors Bros. Ltd., Black's Harbor, N.B.
O'Loane Kieley Co., Vancouver.

HEALTH SALTS

S. H. Ewing Sons, Montreal, Que.
Sutcliffe & Bingham, c/o MacLure & Langley, Toronto.

HIRST'S PAIN EXTERMINATOR

F. F. Dalley Corp., Ltd., Hamilton.

HIRST'S SYRUP OF HOREHOUND AND ELECAMPANE

F. F. Dalley Corp., Ltd., Hamilton.

HIRST'S FAMILY SALVE

F. F. Dalley Corp., Ltd., Hamilton.

HOMINY

Chisholm Milling Co., Toronto.
Quaker Granulated Hominy
Quaker Pearl Hominy—
Quaker Oats Co., Peterborough, Ont.

HONEY

Fred Coward, Toronto.
White Star Honey—
White Star Mfg. Co., Winnipeg.

HONEY BUTTER

Canada Maple Exchange, Ltd., Montreal.

HORSE RADISH

H. J. Heinz Co., Leamington.

HORSE RADISH MUSTARD

Fred Coward, Toronto.
Household Lubricant Co.—
Imperial Oil Co., Toronto.

HOPS

Dole Bros. Hops & Malt Co., Boston, Mass.

ICINGS

White Star Mfg. Co., Winnipeg.

ICING SUGAR

White Star Icing Sugar—
White Star Mfg. Co., Winnipeg.

INDIA RELISH

H. J. Heinz Co., Leamington.

INFANTS' FOOD

Borden's Eagle Brand Condensed Milk—
Borden Milk Co., Montreal.
Mackay's Barley—
Jno. Mackay Co., Bowmanville, Ont.
Robinson's Barley and Groats—
Magor, Son & Co., Montreal.

IOCO

Imperial Oil Co., Toronto.

IRISH STEW

W. Clark, Limited, Montreal.

IRON BOARDS

Megantic Broom Mfg. Co., Lake Megantic, Que.

ISINGLASS

R. G. Bedlington & Co., Vancouver.

JAR CAPS (Air Tight)

Anchor Cap & Closure Corp., Toronto.

JAMS

Armour & Co., Hamilton.
Aylmer Pure Jam—
Lynn Valley Compound Jam—
Red Seal Pure Fruit Jam—
Dominion Canners, Ltd., Hamilton, Ont.
John Gray & Co., Glasgow, Scotland.
E. D. S. Pure Jam—
E. D. Smith & Son, Winona.
Curling Brand Jams—
St. Williams Fruit Preserves, Ltd., St. Williams, Ont.
Furnivall's Jam—
Furnivall-New, Limited, Hamilton.
Stuart Limited, Sarnia, Ont.
J. H. Wethey, Ltd., St. Catharines, Ont.

JELLIES

Dominion Canners, Ltd., Hamilton, Ont.
Furnivall-New, Limited, Hamilton, Ont.
E. D. Smith & Sons, Winona, Ont.
Stuart Limited, Sarnia, Ont.
J. H. Wethey Ltd., St. Catharines.

JELLY POWDERS

Genesee Pure Food Co., Bridgeburg, Ont.
Shirriff Jelly Powder—
Imperial Extract Co., Toronto.
White Star Jelly Powder—
White Star Mfg. Co., Winnipeg.
Lipton's Jelly Powders—
Thos. J. Lipton, Toronto.

JERSEY GLOVES AND MITTS

American Pad & Textile Co., Chatham.

JUGS

Toronto Pottery Co., Ltd., Toronto.

JULIENNE

Chilliwack Evaporating & Packing Co., Vancouver.

KIPPERS

Niobe Brand Kippers—
D. Hatton Co., Montreal.
O'Loane, Kieley Co., Vancouver, B.C.

KETCHUP

H. J. Heinz Co., Leamington.

KLIM

Canadian Milk Products Ltd., Toronto.

KNIFE POLISH

Oakey's Wellington Knife Polish—
John Oakey & Sons, Ltd., London, Eng.

KRAFT BAGS

The E. B. Eddy Co., Hull, Can.

LARD

Armour & Co., Hamilton.
Wm. Davies & Co., Ltd., Toronto.
Gunn's, Ltd., Toronto.
Harris Abattoir Co., Toronto.
Ingersoll Packing Co., Ingersoll.
Silverleaf Brand Pure Lard—
Swift Canadian Co., Toronto.

LARD (Kettle Rendered)

J. M. Schneider & Sons, Ltd., Kitchener.

LAUNDRY SODA

Swift's Laundry Soda—
Swift Canadian Company, Toronto.

LEAD PENCILS

R. G. Bedlington & Co., Vancouver.
Wm. Cane & Sons Co., Newmarket, Ont.

LEMONS

Duncans Ltd., North Bay.
Hugh Walker & Son, Guelph.

LENTILS IN PACKAGES

Cooker Brand—
MacGregor Specialty Co., Toronto.

LICORICE

National Licorice Co., Montreal.

LIQUID VENEER, POLISH

Buffalo Specialty Co., Buffalo, N.Y., and Bridgeburg, Ont.

LIME JUICE

White Star Lime Juice—
White Star Mfg. Co., Winnipeg.

LOBSTERS

Primus Brand Lobsters—
L. Chaput Fils & Cie., Montreal.
D. Hatton Co., Montreal.

LOOSE LEAF SYSTEMS

Business Systems Ltd., Toronto.

LUNCH BEEF

Clark's Ready Lunch Beef—
W. Clark, Limited, Montreal.

LUNCH TONGUE

Clark's Lunch Tongue
W. Clark, Limited, Montreal.

LYE

Babbitt's Pure Lye—
B. T. Babbitt Co., New York.

MACARONI

Excelsior Macaroni—
Excelsior Macaroni Products Co., Winnipeg.

MAIT

Fred Coward, Toronto.

MAITED MILK

Borden's Malted Milk—
Borden Milk Co., Montreal.

MAITBRU

Blackwood's Ltd., Winnipeg.

MAPLE BUTTER

Small's Ltd., Montreal.

MAPLE SUGAR

Canada Maple Exchange, Montreal.
Small's Limited, Montreal.
E. B. Thompson, Toronto.

MAPLE SYRUP

The Bowes Co., Ltd., Toronto.
Canada Maple Exchange, Montreal.
Small's Limited, Montreal.

MAPLE CREAM BUTTER

Canada Maple Exchange Ltd., Montreal.

MARASCHINO CHERRIES

Shirriff Maraschino Cherries—
Imperial Extract Co., Toronto.

MARROW FAT PEAS

Fred Coward, Toronto.

MARMALADE

Armour & Co., Hamilton.
Dominion Canners, Ltd., Hamilton, Ont.
John Gray & Co., Glasgow, Scotland.
E. D. S. Marmalade—
E. D. Smith & Son, Winona, Ont.
Furnivall's Marmalade—
Furnivall-New, Limited, Hamilton, Ont.
Shirriff's Orange Marmalade—
Imperial Extract Co., Toronto.

- Curling Brand Marmalade—
St. Williams Fruit Preserves, Ltd., St. Williams, Ont.
Wetthey's Orange Marmalade—
J. H. Wetthey, Limited, St. Catharines, Ont.
- MATCHES**
Jos. Cote, Quebec, Que.
Eddy's Matches (all kinds)—
The E. B. Eddy Co., Limited, Hull, Que.
- MEAT MARKET EQUIPMENT**
John Hillock & Co., Toronto.
- MEAT MEAL**
Armour & Co., Hamilton.
- MEAT SKEWERS**
The Wm. Cane & Sons Co., Newmarket, Ont.
- MESS PORK**
Wm. Davies Co., Ltd., Toronto.
- METAL CAPS**
Anchor Caps, for bottles.
Anchor Caps, for tins—
Anchor Cap & Closure Corp., Toronto.
- METAL POLISH**
Gloss Metal Polish—
Hargreaves (Canada) Limited, Toronto.
Pyn-ku Polishing Tablets—
Hargreaves (Canada) Limited, Toronto.
- MENTHOL**
R. G. Bedlington & Co., Vancouver.
- MILK (Powdered)**
Canadian Milk Products Co., Toronto.
- MILK PRODUCTS**
Borden Milk Products—
Borden Milk Co., Montreal.
Canadian Milk Products Co., Toronto.
- MILK CANS (Stone)**
Toronto Pottery Co., Ltd., Toronto.
- MILKSTOCK**
Canadian Milk Products Ltd., Toronto.
- MINCE MEAT**
Clark's Mince Meat (in glass)
Clark's Mince Meat (in pails)—
W. Clark, Limited, Montreal.
Canada Brand Mince Meat—
Swift Canadian Co., Ltd., Toronto.
E. B. Thompson, Toronto.
Wetthey's Mince Meat—
J. H. Wetthey, Limited, St. Catharines.
White Star Mince Meat—
White Star Mfg. Co., Winnipeg.
- MINT SAUCE**
Horton-Cato Co., Windsor, Ont.
- MOLASSES**
Canada Maple Exchange, Ltd., Montreal.
Da Costa & Co., Barbados, B.W.I.
Crosby Molasses Co., Ltd., St. John, N.B.
Dominion Molasses Co., Ltd., Halifax, N.S.
Leacock & Co., Montreal.
Small's Ltd., Montreal.
West India Co., Ltd., Montreal.
- MODIFIED MILK POWDER**
Canadian Milk Products Ltd., Toronto.
- MONTHLY ACCOUNT SYSTEMS**
Business Systems Ltd., Toronto.
- MOPS**
T. S. Simms & Co., Fairville, St. John, N.B.
The Wm. Cane Sons & Co., Newmarket, Ont.
- MUSHROOM CATSUP**
E. W. Jeffress, Ltd., Walkerville.
- MUSTARD**
H. J. Heinz Co., Leamington.
White Star Mustard—
White Star Mfg. Co., Winnipeg.
- MUSTARD PICKLES (Sweet)**
H. J. Heinz Co., Leamington.
- NUTRI-OX BEEF EXTRACT**
Nutri-Ox Beef Extract—
Wm. Davies Co., Ltd., Toronto.
- OAT CAKES**
C. J. Bodley Ltd., Toronto.
- OATMEAL**
Purity Oats—
Chisholm Milling Co., Toronto.
Western Canada Flour Mills, Toronto.
Quaker Oats Co., Peterborough.
- O-CEDAR POLISH MOPS (round and triangular)**
Dust Cloths, Dusters, Dusting Mops, Mop Handles, Polish—
Channell Chemical Co., Ltd., Toronto.
- OLEOMARGARINE**
Armour & Co., Chicago.
"Peerless Brand."
Wm. Davies & Co., Toronto.
Harris Abattoir Co., Toronto.
Swift Canadian Co., Ltd., Toronto.
Trifolium Margarine Ltd., Vancouver.
- OLIVES**
H. J. Heinz Co., Leamington.
White Star Olives—
White Star Mfg. Co., Winnipeg.
Swift Canadian Co., Ltd., Toronto.
- OLIVE BUTTER**
E. W. Jeffress, Ltd., Walkerville.
- OLIVE OIL**
H. J. Heinz Co., Leamington.
- ORIENTAL OIL**
O'Loane Kiely Co., Vancouver.
- ORIENTAL PRODUCTS**
Fujita & Co., Ltd., Vancouver.
- ONIONS**
Duncans Ltd., North Bay.
- ORANGES**
Hugh Walker & Son, Guelph.
Fujita & Co., Vancouver.
Duncans Ltd., North Bay.
- OVERSEAS CAKE**
C. J. Bodley Ltd., Toronto.
Vogans Ltd., Toronto.
- OX TONGUE**
W. Clark, Limited, Montreal.
- OYSTERS**
D. Hatton Co., Montreal.
Emile Paturel, Shediac, N.B.
Hugh Walker & Son, Guelph.
White & Co., Toronto.
Oceanic Oyster Co., Montreal.
- PADS FOR HORSES**
American Pad & Textile Co., Chatham.
- PAISLS**
Cane's Wooden Pails—
The Wm. Cane Sons & Co., Newmarket, Ont.
Eddy's Fibreware Pails—
The E. B. Eddy Co., Ltd., Hull, Que.
- PAPER**
Paper of all kinds—
The E. B. Eddy Co., Ltd., Hull, Que.
- PAPER BALERS**
Climax Baler Co., Hamilton.
Meganitic Broom Mfg. Co., Lake Meganitic, Que.
- PAPER BAGS**
Eddy's Paper Bags (for all uses)—
The E. B. Eddy Co., Ltd., Hull, Que.
- PATE**
Clark's Ham and Veal Pate—
W. Clark, Limited, Montreal.
- PATENT MEDICINES**
J. L. Mathieu & Co., Sherbrooke, Que.
- POTATOES**
Duncans Ltd., North Bay.
W. J. McCart & Co., Toronto.
- PEANUTS, ROASTED AND SALTED**
Montreal Nut & Brokerage Co., Montreal.
Fujita & Co., Vancouver, B.C.
- PEANUT BUTTER**
Armour & Co., Hamilton.
The Bowes Co., Ltd., Toronto.
W. Clark, Limited, Toronto.
H. J. Heinz Co., Leamington.
Swift Canadian Co., Ltd., Toronto.
- PEANUT OIL**
Jones Packing & Provision Co., Smith's Falls.
- PEAS DRIED**
O'Loane Kiely Co., Vancouver.
- PEAS IN PACKAGES**
MacGregor Specialty Co., Toronto.
- PEARL HOMINY**
Chisholm Milling Co., Toronto.
- PHONOGRAPHS**
Walker Bin & Store Fixture Co., Kitchener, Ont.
- PICKLES**
Blackwood's Ltd., Winnipeg.
Jos. Cote, Quebec, Que.
The White Star Mfg. Co., Winnipeg.
Peerless Brand Pickles—
Wm. Davies Co., Ltd., Toronto.
H. J. Heinz Co., Leamington.
Queen Quality Pickles—
Taylor & Pringle, Owen Sound, Ont.
Swift Canadian Co., Ltd., Toronto.
- PILCHARDS, CANNED**
Anderson & Miskin, Vancouver, B.C.
Claycoot Sound Canning Co., Victoria, B.C.
- PICKLED MEATS**
J. M. Schneider & Sons, Kitchener.
Defiance Packing Co., Ltd., Vancouver.
Nootka Packing Co., Nootka, B.C.
O'Loane, Kiely Co., Vancouver.
- PIGS' FEET**
Clark's Boneless Pig's Feet—
W. Clark, Limited, Montreal.
- PHOSPHATE CREAM TARTAR**
Jones Packing & Provision Co., Smith's Falls.
- PLAYING CARDS**
Jos. Cote, Quebec, Que.
- PLUM PUDDING**
Clark's English Plum Pudding—
W. Clark, Limited, Montreal.
Dominion Cannery Ltd., Hamilton.
- POLISHES**
Channell Chemical Co., Toronto.
- POLISH MOPS**
O-Cedar Polish Mop—
Channell Chemical Co., Toronto.
- POLISHING CLOTHS**
E. Pullan, Toronto.
- POPPING CORN**
Cooker Brand—
MacGregor Specialty Co., Toronto.
- PIPES AND SMOKERS' SUNDRIES**
Jos. Cote, Quebec, Que.
- PORK PIES**
Wm. Davies Co., Ltd., Toronto.
- PORK AND BEANS**
Armour & Co., Hamilton.
Clark's Pork and Beans—
W. Clark, Limited, Montreal.
Wm. Davies Co., Ltd., Toronto.
The Heinz Co., Leamington, Ont.
Simcoe Pork and Beans—
Dominion Cannery, Ltd., Hamilton, Ont.
- PORK CUTS**
J. M. Schneider & Sons, Kitchener.
Swift's Pork Cuts—
Swift Canadian Company, Toronto.
- POSTUM**
Postum Cereal Co., Windsor, Ont.
- POTATO FLOUR**
Fred Coward, Toronto.
R. G. Bedlington & Co., Vancouver.
- POTTERY**
Toronto Pottery Co., Ltd., Toronto.
- PREPARED MUSTARD**
Fred Coward, Toronto.
H. J. Heinz Co., Leamington.
- PRESERVE JARS (Stone)**
Toronto Pottery Co., Ltd., Toronto.
- PRODUCE**
Swift Canadian Company, Toronto.
- PRUNES**
Griffin & Skelley, San Francisco, Cal.
- POULTRY**
C. A. Mann & Co., London, Ont.
Swift's Fresh Poultry—
Swift Canadian Company, Toronto.
- POULTRY FEEDS**
Chisholm Milling Co., Ltd., Toronto.
- POULTRY FOUNTAINS**
Toronto Pottery Co., Toronto.
- POTS AND PANS, MENDERS**
H. Nagle Co., Montreal.
- RAISINS**
Griffin & Skelley, San Francisco, Cal.
- RATNIP**
Buffalo Specialty Co., Buffalo.
- RADIATOR NEVERLEAK**
Buffalo Specialty Co., Buffalo.
- RAISINS**
Sun-Maid Products, Seedless, Clusters, Bakers' Seeded, Unbleached, Recleaned Thompson Seedless, Unbleached R. C. Sultanas, Imperial Clusters, Crown Loose Muscatels—
The California Associated Raisin Co., Fresno, Cal.
- RASPBERRY VINEGAR**
Marsh Grape Juice Co., Niagara Falls, Ont.
E. D. S. Raspberry Vinegar—
E. D. Smith & Son, Winona, Ont.
- RED ROSE TEA**
T. H. Estabrooks Co., Ltd., Toronto, and St. John, N.B.
- REISHES**
H. J. Heinz Co., Leamington, Ont.
- RICE**
Mikado Brand Rice—
Imperial Rice Mill Co., Vancouver, B.C.
Mount Royal Mill & Mfg. Co., Montreal.
O'Loane Kiely Co., Vancouver.
Fujita & Co., Vancouver.
- RICE FLOUR**
Mount Royal Mill & Mfg. Co., Montreal.
- RICE PRODUCTS**
Mount Royal Mill & Mfg. Co., Montreal.
- ROLLED OATS**
Chisholm Milling Co., Toronto.
Buckeye Rolled Oats.
Monarch Rolled Oats
Victor Rolled Oats
Tillson's Oats
Quaker Oats—
Quaker Oats Co., Peterborough, Ont.
- ROAST BEEF**
W. Clark, Limited, Montreal.
- SALAD DRESSINGS**
Royal Salad Dressing
Royal Mayonnaise—
Horton-Cato Co., Windsor, Ont.
White Star Salad Dressing—
White Star Mfg. Co., Winnipeg.
- SALT**
Sifted Table Salt—
Century Table Salt—

Dominion Salt Co., Sarnia, Ont.
 Regal Table Salt
 Windsor Cheese Salt
 Windsor Dairy Salt
 Windsor Table Salt—
 Canadian Salt Co., Windsor, Ont.
 Purity Table Salt
 Purity Free Running Salt
 Purity Dairy and Cheese Salt
 Purity Fine, Coarse and Rock Salt—
 Western Salt Co., Ltd., Courtright.

SALT AND PICKLED FISH
 D. Hatton Co., Montreal.

SALMON CANNED

O'Loane Kiely Co., Vancouver.
 Anderson & Miskin, Vancouver.
 Gosse Millard Packing Co., Vancouver.

SAUCES

Queen Quality Chili Sauce—
 Taylor & Pringle, Owen Sound, Ont.
 H. P. Sauce—
 W. G. Patrick Co., Ltd., Toronto.

SAUCES, TABASCO

Royal Tabasco Sauce—
 Horton-Cato Co., Windsor, Ont.

SARDINES

Connors Bros., Black's Harbor, N.B.
 D. Hatton Co., Montreal.

SAUER KRAUT

Taylor & Pringle, Owen Sound, Ont.
 Wm. Davies Co., Ltd., Toronto.

SAUSAGES

Armour & Co., Hamilton.
 Wm. Davies Co., Ltd., Toronto.
 Brookfield Brand Pork Sausages—
 Sunday Breakfast Pork Sausages—
 Swift Canadian Co., Toronto.
 Clark's Geneva Sausage—
 Clark's Cambridge Sausage—
 W. Clark, Limited, Montreal.
 Ingersoll Packing Co., Ingersoll.
 Macivor Bros., Toronto.
 Country Pork Sausage—
 Bologna Sausage—
 Ham Sausage—
 Summer Sausage—
 J. M. Schneider & Son, Ltd., Kitchen-er.

SEPARATED MILK POWDER

Canadian Milk Products Ltd., Toronto.

SCOURING SOAP

Sapolio—
 Enoch Morgan Sons Co., New York.

SEWER PIPE

Toronto Pottery Co., Ltd., Toronto.

SHOE POLISHES

"2 in 1" Black, Tan; "2 in 1" White Cake
 Dressing, White Liquid Dressing, White
 Ox Blood Polish—
 F. F. Dalley Co., Ltd., Hamilton.
 Nugget Shoe Polish—
 Nugget Polish Co., Toronto.
 Whittemore Bros. Corp., Boston, Mass.

SHORTENING

Armour & Co., Hamilton.
 Peerless Shortening—
 Wm. Davies Co., Ltd., Toronto.
 Cotosuet Shortening—
 Jewel Compound Shortening—
 Swift Canadian Co., Toronto.
 Domestic Shortening—
 Harris Abattoir Co., Toronto.
 Macivor Bros., Toronto.
 Koto Creme Shortening—
 Ridora Shortening—
 I.X.L. Shortening—
 Jones Packing & Provision Co., Smith's
 Falls.

SLICED SMOKED BEEF

W. Clark, Limited, Montreal.

SMOKED FISH

D. Hatton Co., Montreal.
 O'Loane, Kiely Co., Vancouver, B.C.

SMOKED MEATS

Armour & Co., Hamilton.
 Swift Canadian Co., Toronto.

SODA

Cow Brand—
 Church & Dwight, Montreal.

SOFT DRINKS

Blackwood's Ltd., Winnipeg.
 Coca Cola Co., Winnipeg.

SPAGHETTI

Excelsior Cream Spaghetti—
 Excelsior Macaroni Products Co., Winnipeg.

SOAPS

Armour & Co., Hamilton.
 Guelph Soap Co., Guelph, Ont.
 Palmolive Soap Co., Toronto.
 Swift's Laundry Soap
 Swift's Toilet Soap—
 Swift Canadian Co., Toronto.

SOAP CHIPS

Crystal Soap Chips
 Guelph Soap Co., Guelph, Ont.
 Krinkly Soap Chips

Jones Packing & Provision Co., Smith's
 Falls.

SOAP, TOILET

Hand Sapolio
 Enoch Morgan's Sons Co., New York.
 Jos. Cote, Quebec, Que.

SOAP POWDERS

Babbitt's "1776" Soap Powder—
 B. B. Babbitt Co., New York, N.Y.

SODA FOUNTAIN SUPPLIES

E. D. S. Crushed Fruits
 E. D. S. Fountain Syrups
 E. D. Smith & Son, Winona, Ont.
 Shirriff's Fountain Fruits
 Shirriff's Fountain Syrups—
 Imperial Extract Co., Toronto.

SONORA "APPETIZER"

E. W. Jeffress, Ltd., Toronto.

SOUPS

Dominion Canners, Ltd., Hamilton.
 H. J. Heinz Co., Leamington, Ont.
 W. Clark, Limited, Montreal.

SODA BISCUITS

Charbonneau, Ltd., Montreal.

SOUP, MACARONI

Excelsior Soup Stars
 Excelsior Alphabets
 Excelsior Macaroni Products Co., Winnipeg.

SPAGHETTI, CANNED

W. Clark, Ltd., Montreal.
 H. J. Heinz Co., Leamington, Ont.

SPICES

R. G. Bedlington & Co., Vancouver.
 Wm. Braid & Co., Vancouver.
 White Star Spices
 White Star Mfg. Co., Winnipeg.

SPIRIT VINEGAR

Primus Brand Spirit Vinegar—
 L. Chaput Fils & Cie, Montreal.
 White Star Spirit Vinegar—
 White Star Mfg. Co., Winnipeg.

SPRING CLOTHES PINS

Megantic Broom Mfg. Co., Lake Megantic,
 Que.

STOVE POLISH

Black Knight—
 F. F. Dalley Corp., Hamilton.
 Gipsy Stove Polish—
 Hargreaves (Canada), Limited, Toronto.

STANDARD REMEDIES

Chamberlain Medicine Co., Toronto
 Mathieu's Cough Syrup
 Mathieu's Nervine Powder
 J. L. Mathieu Co., Sherbrooke, Que.

STARCH, CORN AND LAUNDRY

The Canada Starch Co., Montreal

STOMACH AND LIVER TABLETS

Chamberlain Medicine Co., Toronto.

STONEWARE

Toronto Pottery Co., Ltd., Toronto.

SUGAR

Royal Acadia Sugar—
 Acadia Sugar Refining Co., Halifax, N.S.

SUGAR BAGS

E. Pullan, Toronto.

SUGAR, RAW

West India Co., Ltd., Montreal.

SWEET NUT BUTTER

Canada Maple Exchange, Ltd., Montreal.

SWEET WHEY POWDER

Canadian Milk Products Ltd., Toronto.

SYRUPS (Sugar)

Canada Maple Exchange, Ltd., Montreal.

SYRUP FRUITS

Aylmer Syrup Fruits—
 Dominion Canners, Ltd., Hamilton, Ont.

SYRUP, TABLE

Canada Maple Exchange, Ltd., Montreal.
 Smalls, Ltd., Montreal.

SWEAT PADS

American Pad & Textile Co., Chatham.

TAPIOCA PRODUCTS

O'Loane, Kiely Co., Vancouver.

SWEET POTATOES

Duncan's, Ltd., North Bay.
 Hugh Walker & Sons, Guelph.

TAPIOCA FLOUR

Jones Packing & Provision Co., Smith's
 Falls.

TEA

Blackwoods Ltd., Winnipeg.
 Wm. Braid & Co., Vancouver.
 Japan Tea
 Shiznoka Ken Tea Guild, Montreal
 Primus Brand Tea—
 L. Chaput Fils & Cie, Montreal.
 H. P. Eckardt & Co., Toronto.
 Red Rose Tea—
 T. H. Estabrooks Co., Toronto.
 Hudon Hebert & Cie, Montreal.

Lipton's Tea—
 Thos. J. Lipton, Toronto.

TEA LEAD

Island Lead Mills, Ltd., London, Eng.

TEA POTS

Toronto Pottery Co., Ltd., Toronto.

TEMPERANCE WINES

Blackwoods Ltd., Winnipeg.
 Coca Cola Co., Winnipeg.

TISSUE PAPER

The E. B. Eddy Co., Hull, Canada.

TOBACCO, CHEWING, PLUG

King George's Navy Chewing Plug Tobacco
 Bat Chewing Plug Tobacco
 Baby Bat Chewing Plug Tobacco
 Royal Crown Chewing Plug Tobacco
 Long Tom Chewing Plug Tobacco
 Maple Sugar Chewing Plug Tobacco—
 Rock City Tobacco Co., Quebec, Que.
 Star Plug Chewing Plug Tobacco
 Black Watch Plug Chewing Tobacco -
 Imperial Tobacco Co., Montreal.

TOBACCO, CUT SMOKING

Rock City Tobacco Co., Quebec, Que.

TOBACCO, SMOKING, PLUG

Master Mason Smoking Plug Tobacco
 American Navy Smoking Plug Tobacco
 M. F. Smoking Plug Tobacco
 Virginia Smoking Plug Tobacco
 Clay Pipe Smoking Plug Tobacco
 B. B. Smoking Plug Tobacco
 Rock City Tobacco Co., Quebec, Que.
 Shamrock Plug Smoking Tobacco
 Old Virginia Plug Smoking Tobacco
 Forest & Stream Cut Smoking Tobacco
 Great West Cut Smoking Tobacco
 Old Chum Cut Smoking Tobacco
 Meerschaum Cut Smoking Tobacco
 Repeater Cut Smoking Tobacco
 Rex Cut Smoking Tobacco
 Bull Durham Granulated Smoking Tobacco
 Capstan Navy Cut Smoking Tobacco
 Three Castles Cut Smoking Tobacco
 Player's Navy Cut Smoking Tobacco
 Imperial Tobacco Co., Montreal

TOILET PAPERS

Eddy's Toilet Paper—
 The E. B. Eddy Co., Hull, Canada.

TOMATO KETCHUP

W. Clark, Limited, Montreal.
 H. J. Heinz Co., Leamington.

TOMATO CHUTNEY

H. J. Heinz Co., Leamington.
 Queen Quality Tomato Chutney—
 Taylor & Pringle, Owen Sound.

TOMATO SOUP

H. J. Heinz Co., Leamington.
 E. W. Jeffress, Ltd., Walkerville

TOMATO PASTE

E. W. Jeffress, Ltd., Walkerville

TUBS

Cane's Wooden Wash Tubs—
 Wm. Cane & Sons Co., Newmarket, Ont.
 Eddy's Fibreware Tubs—
 The E. B. Eddy Co., Hull, Canada.

TWINES

Walter Woods & Co., Hamilton.

UNIVERSAL SAUCE

Taylor & Pringle, Owen Sound.

VEAL LOAF

W. Clark, Limited, Montreal.

VERMICELLI

Excelsior Cream Vermicelli—
 Excelsior Macaroni Products Co., Winnipeg.

VINEGARS

Fred Coward, Toronto.
 H. J. Heinz Co., Leamington.
 Midland Vinegar Co., Manchester, Eng.
 White Cottell & Co., England.
 Taylor & Pringle Co., Ltd., Owen Sound.

VINEGAR MEASURES

Walter Woods & Co., Hamilton.

VI-COCOA

Watford Manufacturing Co., Watford, Eng.

VIGNOL WASHING COMPOUND

H. Nagle & Co., Montreal
 "VOL-PEEK"
 H. Nagle & Co., Montreal.

WALNUTS

Furita & Co., Ltd., Vancouver, B.C.

WASHING POWDER

Gold Dust Washing Powder -
 The N. K. Fairbanks Co., Ltd., Montreal.

WASHING TABLETS ("Vignol")

H. Nagle Co., Montreal.

WASHBOARDS

Wm. Cane & Sons Co., Newmarket, Ont.
 The E. B. Eddy Co., Hull, Canada.
 Megantic Broom Mfg. Co., Lake Megantic,
 Que.
 Walter Woods & Co., Hamilton.

WINDSOR Table Salt

*—the Grocer's Standard
of Purity and Quality*

For years and years, the purity and quality of Windsor Salt have been the standby in the Grocery Trade of Canada. Made in the most modern plant in America—used on practically every table in the Dominion—and advertised liberally all the year round.

The Canadian Salt Co., Limited, Windsor, Ont.

WASTE PAPER

E. Pullan, Toronto.

WHITE CORN FLOUR

Chisholm Milling Co., Ltd., Toronto.

WHISKYS

T. S. Simms & Co., Fairville, St. John, N. B.

WHOLE MILK PRODUCTS

Canadian Milk Products Company, Ltd., Toronto

WHOLE WHEAT FLOUR

Chisholm Milling Co., Ltd., Toronto.

WHOLE SPICES

O'Loane, Kiely Co., Vancouver.

WHEAT FOOD (Ralston)

Chisholm Milling Co., Ltd., Toronto.

WINES, NON-ALCOHOLICRed Seal Non-Alcoholic Wine—
Imperial Extract Co., Toronto.**WINES (Unfermented)**

Marsh Grape Juice Co., Niagara Falls.

WORCESTERSHIRE SAUCEFred Coward, Toronto.
H. J. Heinz Co., Leamington.Taylor & Pringle Co., Ltd., Owen Sound.
E. B. Thompson, Toronto.**WOOD BOARDS**Eddy's Box, Ticket and other Woodboards—
The E. B. Eddy Co., Hull, Canada.**WRAPPING PAPER**Jos. Cote, Quebec, Que.
The E. B. Eddy Co., Hull, Canada.
Walter Woods & Co., Hamilton.**YEAST CAKES**White Star Yeast Cakes—
White Star Mfg. Co.

CANADA BRAND EVAPORATED APPLES

If your customers appreciate nice clean goods, made from finest Ontario Winter Apples

BUY

CANADA BRAND

Clean, wholesome, economical.

PACKED BY

O. E. ROBINSON & CO., INGERSOLL, ONTARIO

For Sale by Wholesale Grocers

\$1 FOR A MAN

Perhaps you want a good man for your office, or store, or warehouse, or for the "road?" Would you pay \$1 to find a good man? Sure you would.

WHAT are you doing about it? We suggest that you advertise in CANADIAN GROCER—condensed advertisement, 2 cents a word. Make the advertisement brief as a telegram; but make it explicit. Tell all the other man wants to know—except your identity in the first instance. Use a box number to hide this.

Some man somewhere would like, probably, to tie up with you,—if your proposition is good. At the same time good men are scarce—very scarce. So you'll have to do some bidding.

This means—keep on repeating the insertion of your advertisement—"until forbid."

It's reasonable to keep on. Hunting for a hard thing to find usually requires a long search. All CANADIAN GROCER can do is to put your advertisement in 5,300 places where men of the type you may want are likely to be found. We can't make men reply to advertisements—any more than the postman can make people to whom he delivers letters reply to them. We're pretty much like the postman.

But we go to 5,300 and more likely places—remember that. No other single newspaper in the world gets into 5,000 Canadian grocery houses. So if you are in dead earnest about finding a man use CANADIAN GROCER. Rates—two cents per word first insertion and one cent per word each subsequent insertion, with five cents extra per insertion when replies are to be sent to Box No. in our care. Address:

CANADIAN GROCER WANT ADS.

153 UNIVERSITY AVENUE, TORONTO

When Writing to Advertisers Kindly Mention this Paper.

WE WANT IN

Ontario

British Columbia

Alberta

Saskatchewan

New Brunswick

Nova Scotia

Prince Edward Island

Newfoundland

some good representatives capable of carrying
a stock of

Populaire's Egg Powder

We want only firms who can invest from \$2,000
to \$5,000 in payment of their stock. Easy condi-
tions in payment of stock.

THE NEW IMPERIAL CO., REG'D.

128-130 Massue Street

QUEBEC, CAN.

Wanted

CLASSIFIED ADVERTISING

Advertisements under this heading 2c per word for first insertion. 1c for each subsequent.

Where replies come to our care to be forwarded, five cents must be added to cost to cover postage, etc.

WANTED

DEAD STOCK OF PATENT MEDICINES. drugs and sundries bought or exchanged. Write The Drug Exchange Co., P.O. Box 1343, Montreal, Que.

SALESMAN WOULD LIKE HIGH GRADE lines for Quebec city and district. Address, Box 66, St. Rochs, Quebec.

AN EXPERIENCED LADY CLERK FOR GENERAL store. Apply with references, stating experience and salary expected to Lewis Bros., Richmond, Ont.

AGENCY WANTED FOR QUEBEC. SALARY or commission. First-class references. Write A. S., 164 Desfranciscains, Quebec.

HAVE YOU KNOWLEDGE ALONG SOME special lines useful in the grocery business, such as Window Display, Card-Writing, Tea Blending, etc.? Men who are experts in any line are always in demand. Use Want Ad. page of The Canadian Grocer, with its Dominion-wide distribution, as the medium through which you offer your services. Try a condensed ad. Rates, payable in advance, are 2 cents per word first insertion, and 1 cent each additional, with charge of 5 cents extra per insertion for Box Number

YOU MAY BE ENLARGING YOUR STORE and probably have some fixture which will be of no further use to you, but could be used by someone else. Do not let the value of them be lost to you. Describe the article you have for sale as condensed ad. in Canadian Grocer. Rates, payable in advance, 2 cents per word first insertion and 1 cent per word for each subsequent insertion with 5 cents per insertion extra for box number.

Use this page—the page that is never overlooked—from time to time to put efficiency in your service, and watch it for opportunities.

Everything is classified under appropriate headings, so that you can, at a glance, find what you are looking for. Quite often the want ad page is consulted as a guide to conditions.

Anything used or of interest to the Grocery trade can be located by an advertisement on this page.

Canadian Grocer reaches thousands of the best grocers in the Dominion—the kind you want to speak to.

The cost of this service to you is very small—2 cents per word first insertion, and 1 cent per word for each subsequent insertion of the same advertisement. If you do not wish your name to appear in the ad we have a Box system whereby everything is strictly confidential, for which we charge 5 cents per insertion extra.

Kindly enclose remittance with ad so as to save unnecessary bookkeeping, etc.

FOR SALE

CASH GROCERY BUSINESS AVERAGING \$450 weekly. Dwelling and store combined. Box 440, Canadian Grocer.

FOR SALE—SPLENDID GROCERY STOCK. Doing a flourishing business. Centrally located in Sault Ste. Marie. Immediate possession. Ill-health reason for selling. Box 445, Canadian Grocer.

FOR SALE—GENERAL COUNTRY STORE IN best mixed farming district in Alberta, post office attached, on Canadian Northern Railway. Established eight years. Good reasons for selling. Turnover \$15,000.00. Stock \$3,500.00. Store, warehouse, stable and house. This business can easily be doubled. Apply Box 448, Canadian Grocer.

SITUATIONS VACANT

EXPERIENCED CLERK WANTED FOR GENERAL store. Apply stating experience and salary. MacNaughton Bros., Mossbank, Sask.

SITUATIONS WANTED

GROCERY CLERK, 15 YEARS RETAIL EXPERIENCE, open for position, references. Box 450, Canadian Grocer.

KINDLY MENTION THIS PAPER WHEN WRITING ADVERTISERS

The money is yours—and we'll get it for you.

That is if you just say the word. Look over your books. See the number of bad accounts and realize that you are losing money on them every day.

We can get your money for you

Ours is a large and reputable organization qualified to collect anywhere.

Write to-day for full particulars and samples of our Special Forms.

NAGLE MERCANTILE AGENCY
Westmount, Montreal, Que.

15 cents VOLPEEK

MENDS POTS & PANS



Show the housewife how easy it is to make leaky kitchen utensils good as new in an instant by means of Vol-Peek.

Vol-Peek can be applied with the finger—no tools necessary. And the mended article is ready for use in two minutes or less.

Vol-Peek is put up in attractive display stands that make sales easy. Order from your wholesaler or from us direct.

H. NAGLE & CO., Box 2024, Montreal

*"Member Audit Bureau Circulations"**"Member Associated Business Papers"*

CANADIAN GROCER

CANADA'S NATIONAL GROCERY PAPER

Vol. XXXII.

TORONTO, OCTOBER 25, 1918

No. 43

CONTENTS

"They Attacked at Dawn"	77
A Statement to the Trade.....By Henry Thomson	78
Beating the Regular Christmas Trade.....	79
Trench Box Sales Make New Record.....	79-81
Getting Repeats on Trench Goods Business	82
A Daily Sale of Trench Boxes	83
Selling From Lists Found Best Policy	84
Three Thousand Boxes a Year	85-86
Winners of Christmas Window Contest	87-89
Editorial	90-91
The Christmas Window Contest	
The Small Things That Affect Sales	
A Text From Elbert Hubbard	
Fix Your Policies Yourself	
Let the Clerk Do His Share	
Advertising Power in War Time	
Help to Speed the Cars That Feed the Nation	
Gift Baskets—Christmas and Other Seasons	92
Tons of Syrup as Sugar Substitute.....	93
Cash and Delivery a Successful Venture	94
A Novel Thanksgiving Display	95
Aiding Sales by Equipment	96-98
Selling Superior Fruit Holds Trade.....	99
Grocery Department, Leading Factor	100
Cash and Carry in the Maritimes.....	101
Help Win by Saving Paper	102

EDITORIAL CONTENTS—Continued

Date Growing, the Dawn of Agriculture	103-4
Puts the Buz in Business	105-6
Making the Collection Letter Collect	107
Diminishing Profits	108
Stimulating Pickling and Preserving.....	111
Rural 'Phone a Great Help	112-13
Modern Marvels in Cigarette Making	114
Better Business at the Border	115-119
Enquiry Department	120
Reaching Distant Customers With Autos	121
Current News	122-3
Markets	124-130
Markets by Wire	131
Doubling Turnover in Three Years	132-134
New Goods Department	134
Speeding Up Fish Sales Profitably.....	135
Featuring Sausage for Week-End Sale	137
Provision Markets	139, 140, 144

THE MACLEAN PUBLISHING COMPANY, LIMITED

JOHN BAYNE MACLEAN, *President.*H. T. HUNTER, *Vice-President.*H. V. TYRRELL, *General Manager.*

Publishers of Hardware and Metal, The Financial Post, MacLean's Magazine, Farmers' Magazine, Canadian Grocer, Dry Goods Review, Men's Wear Review, Printer and Publisher, Bookseller and Stationer, Canadian Machinery and Manufacturing News, The Power House, The Sanitary Engineer, Canadian Foundryman, Marine Engineering of Canada.

Cable Address: Macpubco, Toronto; Atabek, London, Eng.

ESTABLISHED 1887

CANADIAN GROCER

B. T. HUSTON, *Manager.*J. L. RUTLEDGE, *Editor.*G. S. WILLIAMSON, *Associate Editor.*JAMES CALDWELL, *Ontario Representative.*F. M. ALEXANDER, *Advertising Manager.*A. H. ILLSEY, *Associate Editor.*C. W. BYERS, *Western Representative.*H. V. STODDARD, *Montreal Representative.*

CHIEF OFFICES:

CANADA—Montreal, Southam Bldg., 128 Bleury St.; Phone Main 1004. Toronto, 143-153 University Ave.; Telephone Main 7324. Winnipeg, 1207 Union Trust Bldg., Telephone Main 3449.

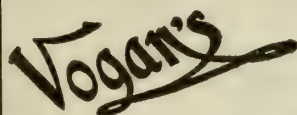
GREAT BRITAIN—London, The MacLean Company of Great Britain, Limited, 88 Fleet Street, E.C., E. J. Dodd, Director; Telephone Central 12960. Cable Address: Atabek, London, England.

UNITED STATES—New York, R. B. Huestis, Room 620, 111 Broadway; Telephone Rector 8971; Boston, C. L. Morton, Room 733, Old South Building, Telephone Main 1024; A. H. Byrne, Room 900, Lytton Bldg., 14 E. Jackson Street, Chicago. Phone Harrison 1147.

SUBSCRIPTION PRICE—Canada, \$3 a year; Great Britain, South Africa and West Indies, 12s. 6d. a year; United States, \$3.50 a year; other countries, \$4 a year; Single Copies, 10 cents. Invariably in advance.

BUYERS' DIRECTORY

Latest Editorial Market Information and Guide to Buyers.



**Overseas
CAKE**

Put up in one pound packages.

Order from your jobber to-day.

VOGANS, LIMITED TORONTO



**JARS AND
BUTTER CROCKS**

are needed in every household. We can supply you with the kind that sells. Write for price list now to

**The Toronto Pottery Co.
LIMITED
Dominion Bank Bldg., Toronto**

BARRELS

(The best shipping package.)

We make them all sizes and for all purposes. For Apples, green or dry; Cereals, Crackers, Bottles, Candy, Spices, Hardware, Meat, etc.

Get our prices.

THE SARNIA BARREL WORKS, SARNIA, ONT.

We are now located in our new and more spacious warehouse at

60-62 JARVIS ST.

TORONTO SALT WORKS

GEO. J. CLIFF

WHITE COTTELL'S

BEST ENGLISH MALT VINEGAR
QUALITY VINEGAR

WHITE COTTELL & CO.

Camberwell, London, England

Agent:

**W. Y. COLCLOUGH, 53 Silver Birch Avenue
TORONTO**

BUYERS' DIRECTORY CANNED GOODS' PRICES

In lines with approximate prices given out in CANADIAN GROCER last week on tomatoes, corn, etc., the retail selling list has now been issued and shows quotations as below. It will be noted that increased freight rates have necessitated a change in the differentials. Prices now ruling on 1918 pack Group B goods f.o.b. factory are as follows:

2's tomatoes, \$1.50; 2½'s tomatoes, \$1.85; 10's tomatoes, \$6.90; 10's corn on cob, \$6.95; 2's corn, \$2.15; 2's succotash, \$2.20; 2's L. S. Lombard plums, \$1.90; 2's H. S. Lombard plums, \$2.15; 10's Lombard plums, \$6.50; 2's L. S. damson plums, \$1.90; 2's H. S. damson plums, \$2.15; 10's damson plums, \$6.50; 2's L. S. greengage plums, \$2.10; 2's H. S. greengage plums, \$2.30; 10's greengage plums, \$7; 2's Bartlett pears, \$2.80; 2½'s Bartlett pears, \$3.65; 2's yellow peaches, \$2.80; 2½'s yellow peaches, \$3.65; 2½'s pie peaches, \$2.85; 10's peaches, standards, \$7.50; 10's peaches, solid pack, \$8.60.

Owing to increased freight rates the differential wholesalers add between factory prices and competing points in Toronto district will be:

7½c per dozen on 2's
10c per dozen on 2½'s
30c per dozen on 10's

MINCEMEAT

Write, wire or telephone for quotations for prompt or fall delivery.

E. B. THOMPSON

20 Front Street East, Toronto

30 DOZ. CASE FILLERS
ONE DOZ. CARTON FILLERS
¾-INCH CUSHION FILLERS
CORRUGATED FLATS

The TRENT MFG. CO., Ltd.
TRENTON - - - ONTARIO

CHOCOLATTA

contains chocolate, milk and sugar in powdered form.

Makes a delicious drink served hot or cold. Suggest it to your customers for Home and Overseas.

NUTRIENT FOOD CO., TORONTO

HIGHEST PRICES PAID

for all kinds of

Poultry and Fresh Eggs

KAVANAGH PROVISION CO.

372 Bleury Street, Montreal

Telephones: Uptown 4620-4621. Night Up. 1980

Canada Food Board License No. 9-960

SUGAR BAGS

With or Without Liners

E. Pullan, Toronto

These one-inch spaces only \$1.25 per insertion if used each issue in the year.

All these ads will have position on a live page each week containing reading matter.

INDEX TO ADVERTISERS

Anderson & Miskin ..Inside back cover		Furnivall-New, Limited	17	National Grocers Ltd.	145
Acadia Sugar Refining Co., Ltd....	24	Gaetz & Co.	22	National Licorice Co.	54
Anchor Cap & Closure Corp. of		Genesee Pure Food Co.	187	New Imperial Co., Regd.	201
Canada, Ltd.	61	Gillespie, Robt., Co., The	152	Nootka Packing Co., Ltd.	26
American Pad & Textile Co.	16	Griffin & Skelley	27	No-Vary Products Co.	71
Armour & Co.	148	Gray & Co., John	7	Nugget Polish Co., Ltd., The	31
Auld Bros.	176	Guelph Soap Co.	8	Nutrient Food Co.	205
Babbitts (Wm. H. Dunn, Ltd.) ...	67	Gorham, J. W., & Co.	23	Oakley & Sons, Ltd., John	190
Brodie & Harvey	172	Gosse-Millerd	65	Oval Wood Dish Co.	38
Business Systems, Ltd.	187	Hargreaves, Limited	176	Oury Miller & Co.	28
Walter Baker & Co.	167	Hart, C. B., Reg.	168	Oceanic Oyster Co.	143
Blackwoods, Ltd.	179	Halton, D., Co.	150		
Bodley, C. J.	50	Harris Abattoir Co., Ltd., The	35	Palmolive Co.	53
Borden Milk Co.	1, 49	Hillock, John & Co., Ltd.	43	Patrick & Co., W. G.	45
Bowser Co., Inc., S. F.	42	Horton, Cato Mfg. Co.	30	Paturel Emile	22
Boxes, Ltd.	54	Hygienic Products	181	Pennock & Co., H. P., Ltd., inside front cover.	
Bradstreets	169	Hudon, Hebert & Co., Ltd.	63	Pullman, E.	205
		Heinz Co.	152	Quaker Oats Co.	59
Caldwell Cider Co.	62	Hay, A. H. M.	191	Red Rose Tea	75
Canada Maple Exchange, Ltd. ...	6			Releg Co., Regd.	25
Canada's Victory Loan	154	Imperial Extract Co.	70	Rock City Tobacco Co., Ltd.	56
Canadian Milk Products, Ltd. ...	52	Imperial Rice Milling Co., Ltd. ...	58	Robinson, O. E., & Co.	200
Canadian Salt Co.	199	Imperial Tobacco Co. of Can., Ltd.	141		
Canadian Postum Cereal Co.	175	Imperial Oil Co., Ltd.	12	Sarnia Barrel Works, The	205
Cane & Sons Co., Ltd., Wm.	44	Ingersoll Packing Co.	138	St. Lawrence Flour Mills	179
Carvell Bros.	22	Island Lead Tea Mills, Ltd.	27	St. Williams Preserves	195
Carriage Factories, Ltd.	40	Japan Tea	15	Schneider & Son, J. M., Ltd.	148
Chamberlain Medicine Co., Ltd. ...	16	Jeffress Co., Ltd.	9	Scott, A. B., Ltd.	152
Channel Chemical Co., Ltd.	136	Jones, C. & J.	148	Shaw & Ellis	18
Chilliwick Evaporating Co.	28	Jones Packing & Prov. Co.	167	Simms & Co., T. S., Ltd.	66
Chisholm Milling Co., Ltd., The ..	47			Smalls, Ltd.	57
Clark, Ltd., W. ....Back Cover		Kenney & Co., T.	60	Smith & Proctor	20
Church & Dwight, Ltd.	29, 172	Kavanagh Provision Co.	205	Smith & Son, Ltd., E. D.	74
Claremont Sound Canning Co.	181			Spratts	28
Climax Baler Co.	43	Lawrason, S. F. & Co.	34	Stevens-Hepner Co., Ltd.	44
Coca Cola Co. ....Front Cover		Leacock & Co.	177	Stuart Co., Ltd.	10
Connors Bros., Ltd.	21	Lemon Bros.	187	Swift Canadian Co., Ltd.	149
Jos. Cote	169	Lipton, Thos. J., Co., Ltd.	3	Sutcliffe & Bingham (Kkovah) ...	13
Consolidated Purchasing Co.	73	MacDonald-Chapman Co.	76		
Cowan Co., Ltd.	171	MacKay, John, & Co., Ltd.	181	Taylor & Pringle Co., Ltd.	14
Crosby Molasses Co., Ltd.	92	Macivor Bros. Co.	146	Thompson, B. & S.	72
Coward, Fred	164	Maclure & Langley, Ltd.	68	Thompson, E. B.	205
		Magor, Son & Co., Ltd.	138	Tobin & Sons	54
Dallev, F. F., Corn.	11	Magor, S. J., Ltd.	32	Toronto Butchers' Supply Co., Ltd.	166
Defiance Packing Co., Ltd.	26	Malcolm Condensing Co., Ltd.	64	Toronto Pottery Co., Ltd.	205
Dole Bros. Co.	152	Mann & Co., C. A.	148	Toronto Salt Works	205
Dayton Scale Co.	173	Marsh Grape Juice Co.	67	Trent Mfg. Co., Ltd	205
Dominion Molasses Co., Ltd., The	19	Maritime Fish Corp.	153		
Davies, Wm., Co., The	147	Mathieu Co., J. L.	46	Vipond & Co., Geo.	187
Dominion Cannors, Ltd.	51	McCart, W. J., & Co.	26	Vogans, Ltd.	205
Dominion Salt Co., Ltd.	29	McBride Bros.	185	Walker Bin & Store Fixture Co., Ltd.	41
Duncans, Ltd.	185	McCaskey's System	42		
		McCormick Mfg. Co.	33	Walker & Sons, Hugh	155
Dunlop & Co. H. P.	182, 183	McGregor Specialty	68	Watford Mfg. Co.	58
Eddy, E. B., Co., Ltd.	4, 5	Megantic Broom	42	Western Canada Flour Mills Co., Ltd.	62
Eggo-Baking Powder	67	Midland Vinegar Co.	181		
Estabrooks Co., T. H.	75	Montreal Nut & Brokerage Co. ...	55	Wethey, Limited, J. H.	2
Excelsior Macaroni Prod. Co.	69	Mount Royal Milling Mfg. Co., of Canada, Ltd.	191	White & Co., Ltd.	185
Ewing, S. H., Co.	174	Morgan, Enoch, Sons Co.	29, 175	White Cottell & Co.	205
		Miller Bros.	42	Whittall & Co., A. R.	191
Ford Motor Co., Ltd.	39	Nagle Mercantile	202	Woods & Co., Walter	44
Freeman Co., Ltd., W. A.	151			West India Co.	58
				Western Salt Co.	152

MANUFACTURERS' AGENTS INDEX

Bain, Donald H., Co.	156	Grant, C. H., Co.	166	Perry, H. L., Co.	160
Buchan & Ahern	169	Grant Oxley & Co.	167	Patrick, W. G., & Co.	167
Canada Nut Co.	166	Hart, C. B., Reg.	168	Pennock, H. P., Co. ..Inside front cover	
Cockburn, F. D.	166			Pichter, Eugene	169
Dunn, Wm. H., Ltd.	157	Lambe, W. G. A., Co.	167	Rose & Laflamme	168
Elliot, W. F.	167	Little Bros., Ltd.	166	Schofield & Beer	168
Escott, W. H., Co., Ltd.	163	Loggie Sons & Co.	167	Scott-Bathgate Co.	161
El Roi-Tan	168	Mason & Hickey	158		
Freeman & Sheely	168	Maclure & Langley	159, 167	Tanguay, A. T., & Co.	169
		Marshall, H. D.	168	Thompson, G. B., & Co.	166
Gaetz & Co.	168	Maclure & Co., A. M.	166	Turton, J. E.	168
Gillespie, Robt., Co.	166	McLeod & Co., D. J.	166		
Genest, J. R.	168	Musson & Co., Geo.	167	Watson & Truesdale	162
		Nelson, C. T.	166	Winnipeg Warehousing	165

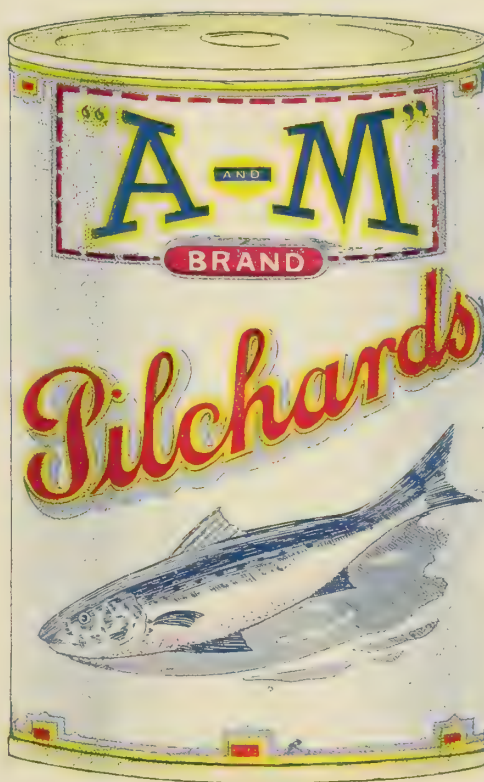
PILCHARDS

FROM THE
PACIFIC OCEAN

Delicious Appetizing Wholesome

Unsurpassed
Breakfast, Luncheon and Picnic Dish

STOCK OUR



Packed in
Talls
and
Half-flats

There is an
increasing
demand
for them

The same high standard quality as our
well-known Brands of Salmon now scarce
owing to Government requirements.

ANDERSON & MISKIN

448 SEYMOUR STREET

VANCOUVER, B.C.

Eastern Canadian Agents:

MESSRS. FORBES & NADEAU, 291 St. Paul St., MONTREAL, QUE.

MESSRS. A. S. MAY & CO., Front and Yonge Sts., TORONTO, ONT.

CANADIAN GROCER

CLARK'S PREPARED FOODS



CANNED SOUPS

PORK AND BEANS

LOAF MEATS

CORNERD BEEF

ROAST BEEF

OX TONGUES

TOMATO KETCHUP

LUNCH TONGUES

SPAGHETTI WITH TOMATO SAUCE AND CHEESE

POTTED MEATS

PEANUT BUTTER

DEVILLED MEATS

W. Clark, Limited

*Canada Food Board
License No. 14-216*

Montreal

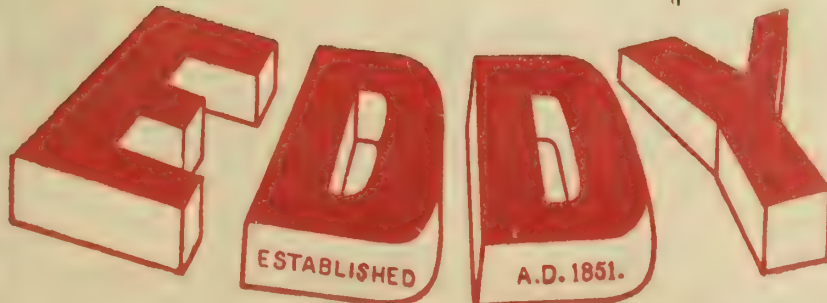
CANADIAN GROCER

Member of the Associated Business Papers --- Only Weekly Grocery Paper Published in Canada
THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXXII.

PUBLICATION OFFICE: TORONTO, NOVEMBER 1, 1918

No. 44



Get Your Full Profit From the Eddy Line

Reputation sells more goods than argument—and sells them faster. A standard product of *known value* has a selling power which readily transfers itself to other products from the same maker.

Eddy's Matches are standard in Canada. They are known and used from coast to coast. Their selling power is greater than that of any other brand.

EDDY'S Indurated Fibreware

reflects the selling power of Eddy's Matches. Washtubs, Washboards, Pails, etc., made from this material require little "pushing" because Eddy's name is on them. It is an instantly recognized sign of good value.

Get your full profit from the Eddy line. Stock and feature the goods which have this reputation behind them. You can make the Eddy name produce two profits for you instead of one. Put this extra selling power to work in your store. Get your full profit from the Eddy line.

The E. B. EDDY CO., Limited
HULL, CANADA

*Also makers of Toilet Papers,
Towels and Serviettes of the
same high standard of value.*

JAMS MARMALADES PEELS

John Gray & Co., Ltd., Glasgow

Established over a Century

Cable : Lamberton, Glasgow.
Codes : A.B.C. 4th and 5th Editions.

CONFECTIONERY MARZIPAN CHOCOLATE



Agents

W. G. Patrick & Co., Ltd.
Montreal

Lind Brokerage Co., Ltd.
Toronto



Custard that compels custom

It is the fresh, delicate, creamy "home-made" flavour of Freemans Devonshire Custard that has made it so popular in the British Isles.

Oversea Troops from the Dominion who have returned home are bringing with them many links with the Old Country, one of which is a desire to taste again its delicate and unrivalled purity.

It will pay you well to display

FREEMANS DEVONSHIRE CUSTARD

in your store—it is such a ready seller and a very profitable line to stock, also it will enable you to push your canned and bottled fruits to great advantage.

Freeman's Devonshire Custard owes its unrivalled purity and flavour to the ideal conditions of cleanliness under which it is manufactured.

Write for trade terms and particulars to the
WATFORD MFG., Co., Ltd.
Delectaland, Watford,
England.

Freemans
FOOD PRODUCTS
Watford

Every user advertises OCEAN BLUE by recommendation, and every packet you sell advertises your store as the place "where you can buy"

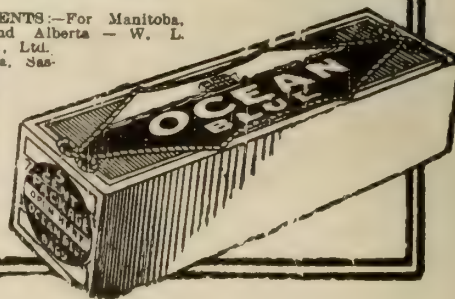
OCEAN BLUE

Order from your Wholesaler.

HARGREAVES (CANADA) LIMITED.

The Gray Bldg. 24-26 Wellington St. W. Toronto

WESTERN AGENTS:—For Manitoba, Saskatchewan and Alberta — W. L. Mackenzie & Co., Ltd. Winnipeg, Regina, Saskatoon, Calgary and Edmonton. For British Columbia and Yukon—Creeden & Avery, Rooms 5 and 6, Jones Block, 407 Hastings Street W., Vancouver, B.C.



Drive another spike in der Kaiser's Coffin!

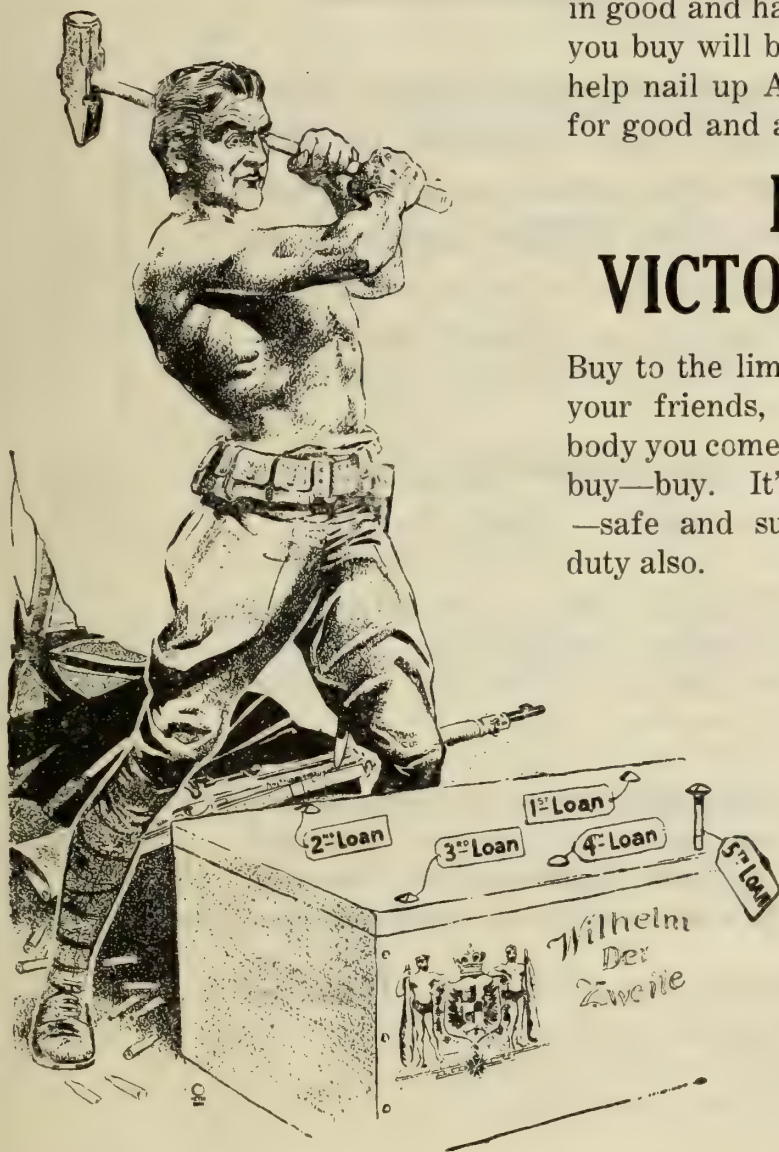
Swing the hammer high and drive it in good and hard. Every Victory Bond you buy will be another lusty stroke to help nail up Autocracy, and nail it up for good and all.

BUY VICTORY BONDS

Buy to the limit of your ability. Urge your friends, your customers—everybody you come in contact with, to buy—buy—buy. It's a splendid investment—safe and sure—and it's a national duty also.

We owe it to our gallant Fighting Men—we owe it to our Splendid Allies—we owe it to the Glorious Cause of World Freedom to put this Victory Loan "Over the top."

And we owe it to ourselves—for a successful Victory Loan—an over-subscribed Victory Loan—means a boost for Canadian Business. Buy Bonds and Beat the Boche.



This Space Contributed by

Borden Milk Co., Limited

"Leaders of Quality"

MONTREAL

Canada Food Board License No. 14-213

If any advertisement interests you, tear it out now and place with letters to be answered.

Do They Know?

It may be you want to rent that store; have a business for sale; seek a partner; or perhaps wish to purchase stock in a progressive grocery business. Then again it is likely to be some fixture you want taken off your hands owing to recent improvements.

Do the grocers in all parts of Canada know what you have to offer? They don't?

Then a "*Want Ad*" in *Canadian Grocer* will tell nearly all the progressive business men, together with their staffs, just what an opportunity you have, and in the way that you want them to know.

And the cost is so reasonable, too—2 cents a word for the first insertion, and 1 cent a word for each subsequent issue. 5 cents additional per insertion if answers are to be sent in care of a box number.

Is not that a good service at a low cost? It has accounted for many rapid turn-overs.

Send in yours to-day.

Canadian Grocer

143-153 University Avenue

Toronto

Shelled Walnuts In Shell

Now is your opportunity to buy. We have arriving :

1 Car Fancy Budded Cal. Walnuts, in shell.

1 Car No. 1 Soft Shell Cal. Walnuts.

These Nuts are from the Santa Paula and Saticoy districts, which are admitted the finest walnut districts in California.

We also have on spot for immediate shipment No. 1 Shelled French Bordeaux Halves.

Write for Interesting Prices

W. G. PATRICK & CO., LIMITED
IMPORTERS

TORONTO

WINNIPEG

MONTREAL

CHICAGO

NEW YORK



Lend Your Money to the Cause

That's all you are asked to do. Not to *give* your money but to *lend* it—at a good rate of interest.

Every dollar you subscribe—every Victory Bond you buy will shorten the duration of the war and guarantee Canada's prosperity for an extended period.

Buy Victory Bonds. Get into it with heart and soul. Show them that Canada will not falter when the goal is in sight. Mobilize your dollars.

THE ACADIA SUGAR REFINING CO., LIMITED

HALIFAX, CANADA



The Best Spread there is for Bread

If you appreciate good peanut butter, stock NUTRO. Put up in one, five, fifteen and fifty-five pound tins.

If your jobber doesn't handle it, write to Donald H. Bain Co, Calgary, Edmonton, Regina, Saskatoon, Vancouver, Winnipeg, or to the makers.

Kelly Confection Company, Limited

Vancouver, B.C.

Every Week with the **E. B. EDDY COMPANY** OF HULL CANADA

Story for Week Dated Nov. 1, 1918.

Being No. 6 in the Series

Recruiting for the Army of Match Millions

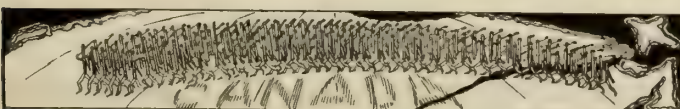
EVERY stick of lumber used in making Eddy Matches is put through an inspection as exacting as if those matches were to be Canadian soldiers.

Sawn to a thickness that is exactly match-length, the lumber is dried and seasoned. Careful selection brings to the machines that make the match splints only the most perfectly straight-grained blocks of Canadian White Pine from The E. B. Eddy Company's own limits.

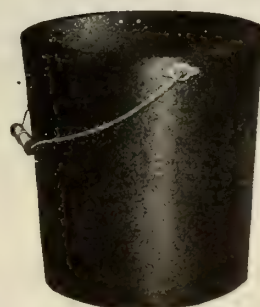
Every little block of white pine passes under the eyes of an army of experts, and through their sensitive fingers. Where the wood has warped in the kiln-drying process; where there was a fault in growth; where even the tiniest knot has escaped the vigilance of the earliest inspection, the faulty block of wood is tossed aside.

Nothing but clear, straight-in-the-grain perfection will satisfy the standards of the E. B. Eddy continuous process of match-making. As a result you can sell Eddy matches to your customers with the assurance that every match in any box you supply will stand the strain of striking—even the strain of striking at random on a rough wall.

You can readily detect the difference between match splints made by the veneer process of which you read last week, and matches made by the continuous process which cuts each match splint out of a solid straight-grained block of pine. Veneer process match splints are square in section; continuous process match splints are very nearly round. In next week's story you will see why.



Two of Eddy's Famous Fibreware Products



General Utility "Star" Pail



Wash Tub or Babies' Bath Tub
4 Sizes

If interested tear out this page and place with letters to be answered.

Becoming a Bigger Man

WHAT is the difference between some men you know and others known to you? Why are some men earning \$3,000 a year and some \$30,000? You can't put it down to heredity or better early opportunities, or even better education. What, then, is the explanation of the stagnation of some men and the elevation and progress of others?

We are reminded of a story. A railroad man, born in Canada, was revisiting his home town on the St. Lawrence River. He wandered up to a group of old-timers who sat in the sun basking in blissful idleness. "Charlie," said one of the old men, "they tell me you are getting \$20,000 a year," "Something like that," said Charlie. "Well, all I've got to say, Charlie, is that you're not worth it."

A salary of \$20,000 a year to these do-nothing men was incredible. Not one of the group had ever made as much as \$2,000 a year, and each man in the company felt that he was a mighty good man.

Charlie had left the old home town when he was a lad. He had got into the mill of bigger things. He developed to be a good man, a better man, the best man for certain work. His specialized education, joined to his own energy and labor sent him up, up, up. To put it in another way: Charlie had always more to sell, and the world wanted his merchandise—brain, skill and ability. Having more to sell all the time, he got more pay all the time.

Charlie could have stayed in the old home town; could have stagnated like others; could have been content with common wages. In short, Charlie could have stayed with the common crowd at the foot of the ladder. But Charlie improved himself and pushed himself, and this type of man the Goddess of Fortune likes to take by the hand and lead onward and upward. Almost any man can climb higher if he really wants to try. None but himself will hold him back. As a matter of fact,

the world applauds and helps those who try to climb the ladder that reaches towards the stars.

The bank manager in an obscure branch in a village can get out of that bank surely and swiftly, if he makes it clear to his superiors that he is ready for larger service and a larger sphere. The humble retailer can burst the walls of his small store, just as Timothy Eaton did, if he gets the right idea and follows it. It is not a matter of brain or education so much as of purpose joined to energy and labor. The salesman or manager or bookkeeper or secretary can lift himself to a higher plane of service and rewards if he prepares himself diligently for larger work and pay. The small manufacturer, the company director, the broker—all can become enlarged in the nature of their enterprise and in the amount of their income—by resolutely setting themselves about the task of growing to be bigger-minded men.

Specialized information is the great idea. This is what the world pays handsomely for. And to acquire specialized information is really a simple matter, calling for the purposeful and faithful use of time. This chiefly.

One does not have to stop his ordinary work, or go to a university, or to any school. One can acquire the specialized information in the margin of time which is his own—in the after-hours of business. Which means: If a man will read the right kind of books or publications, and make himself a serious student at home, in his hours—the evening hours or the early morning hours—he can climb to heights of position and pay that will dazzle the inert comrades of his youth or day's work.

IF business—BUSINESS—is your chosen field of work, we counsel you to read each week **THE FINANCIAL POST**. It will stimulate you mentally. It will challenge you to further studious effort. It will give you glimpses into the world of endeavor occupied by the captains of industry and finance. With the guidance of the POST, and with its wealth of specialized information, you, a purposeful man, aiming to go higher in life and pay, will find yourself becoming enlarged in knowledge and ambition, and will be acquiring the bases and facts of knowledge which become the rungs of the ladder you climb by.

It is the first step which costs. But this cost is trivial—a single dollar. We offer you the POST for four months for a dollar. Surely it is worth a dollar to discover how right we are in our argument. If you have the will to go higher in position and pay, sign the coupon below.

THE MACLEAN PUBLISHING COMPANY, LIMITED,
—143-153 University Avenue, Toronto.

Send ^{me} _{us} THE FINANCIAL POST for four months for one dollar.

Money to be ^{enclosed} _{remitted}

Signed

Buy More Victory Bonds



Make
More
Money
to
do
so



By Selling

CLARK'S Pork and Beans

W. CLARK, LIMITED, MONTREAL

Canada Food Board License No. 14-216

"SATISFIED CUSTOMERS"

The above means success for you as well as for ourselves. Realizing this we are trying to give you the best that money can buy.

With the local fruits about off the market you will be needing larger shipments of Oranges, Lemons, Sweet Potatoes, New Figs, Cranberries, etc. We solicit your orders.

McBRIDE BROS.

35 Church Street, Toronto

Canada Food Control Licence 3-027, 3-028

Our Business Is Tea and Coffee Exclusively

We can devote our time to the selection of cup quality in these lines. We do it.

We can study market conditions and purchase at the most favorable time and best prices. We do it.

We can give the benefit of this service to our regular customers who rely upon our judgment. We do give it.

A line as to your requirements will bring you samples and prices by return mail.

**SATISFACTION
GUARANTEED**

OR

**RETURN AT
OUR EXPENSE**

KEARNEY BROS., LIMITED

33 St. Peter St.

MONTREAL



Furnivall's

Ask For It In Your Next Order

Your wholesaler can supply you with Furnivall's Jams and Marmalades. And Furnivall Quality and Flavor will please your customers. A good profit on every sale.

FURNIVALL-NEW,
Limited
Hamilton, Canada

Canada Food Board License
No. 14-167

AGENTS:—Ontario—MacLaren Imperial Cheese Co., Ltd., Toronto.
H. J. Sykes, 736 Elgin St., Ottawa, Ont. Montreal—George Hodge
& Sons, Ltd. St. John, N.B.—MacLaren Imperial Cheese Co. Hal-
ifax, N.S.—MacLaren Imperial Cheese Co. Sydney, N.S.—A. E.
Sheppard. Hamilton—R. M. Griffith. Calgary, Alta.—MacLaren
Imperial Cheese Co., Ltd. Edmonton, Alta.—MacLaren Imperial
Cheese Co., Ltd. Saskatoon—The H. L. Perry Co., Ltd. Manitoba
—The H. L. Perry Co., Ltd., Winnipeg.

There's Plenty of Sugar —in Sun-Maid Raisins

When women speak about the sugar shortage, just sell them Sun-Maid Raisins which are 75 per cent. purest sugar. When you sell rice, corn meal and breakfast cereals, sell raisins to go with them. Families everywhere are cooking raisins with rice, corn meal mush and breakfast foods. They are using raisins to a greater extent than ever before in bread, pies, cakes and puddings. The raisins supply all the sweetening.



No Limit to Your Sales

You can sell Sun-Maid Raisins without limitation. The sugar shortage has brought raisins into wide use in homes where high food values are appreciated. Three varieties of Sun-Maid Raisins: Sun-Maid Seeded (seeds removed); Sun-Maid Seedless (grown without seeds); Sun-Maid Clusters (on the stem).

Our Advertising is Behind You

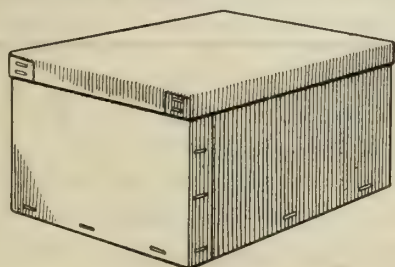
Beautiful full page color advertisements in magazines are telling millions of women about Sun-Maid Raisins. All this advertising benefits your grocery business, especially if you display Sun-Maid Raisins.

SUN-MAID RAISINS

California Associated Raisin Co.

Membership, 9,000 Growers
Fresno, California

This is the Box for your customers' Overseas Parcels



The Original Overseas Box for your Customers as used by Red Cross Societies Everywhere.

Here is a box that's built to stand hard knocks—a box that's positively guaranteed to reach its destination in the same condition as when mailed. NOT CARDBOARD OR CORRUGATED BOARD, but solid material; no wrapping required. Note the fastenings. No stickers or tapes used, but steel staples.

Over one million shipped without one complaint. Compare it with any other box on the market and judge for yourself. Now is the time to order for Xmas trade. Prices:

5" x 6" x 9", per hundred, \$10.00 F.O.B. Ottawa.
5½" x 7" x 9", per hundred, \$12.00 F.O.B. Ottawa.

Boxes Limited
Queen and Booth Streets
OTTAWA

WAR CONDITIONS

necessitate the prohibition
of export of all foodstuffs
from the United Kingdom.

SPRATT'S

DOG CAKES

POULTRY FOODS, CANARY AND PARROT MIXTURES

pending the removal of
the embargo, can be
obtained from

SPRATT'S PATENT (America) LTD.
Newark, New Jersey.

London (Eng.), Spratt's Patent Limited
24-25 Fenchurch Street, E.C. 3.

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

The service department of Canadian Grocer will gladly assist manufacturers at home and abroad in making arrangements with the firms in all parts of Canada whose announcements appear on this page.

WESTERN PROVINCES

MANITOBA
SASKATCHEWAN

Wholesale Grocery Commission
Brokers

ALBERTA
WESTERN ONTARIO

H. P. PENNOCK & CO., Ltd.

Head Office: WINNIPEG Manitoba

We solicit correspondence from large and progressive manufacturers wanting active and responsible representation west of the Great Lakes. An efficient selling organization, and an old-established connection with the trade, place us in a position to offer you unexcelled facilities for marketing your products. Write us now.

"Always On The Job"

The H. L. Perry Co., Ltd., 214-216 Princess St., Winnipeg

As your Selling Agents, we can make a big success of your Account.

STORAGE

DISTRIBUTING

FORWARDING

SIX HOUSES IN WESTERN CANADA

W. H. ESCOTT CO., LIMITED

Winnipeg, Man.

W. H. ESCOTT CO., LIMITED

Calgary, Alta.

W. H. ESCOTT CO., LIMITED

Saskatoon, Sask.

W. H. ESCOTT CO., LIMITED, Fort William, Ont.

W. H. ESCOTT CO., LIMITED

Regina, Sask.

W. H. ESCOTT CO., LIMITED

Edmonton, Alta.

WHOLESALE GROCERY BROKERS, MANUFACTURERS AGENTS, IMPORTERS

Consignments Solicited

HEAD OFFICE: 181-183 Bannatyne Ave. East, WINNIPEG

Write Us

Market your goods successfully in the West



Our service will enable you to do it. We are a well-established firm with every facility for getting you quick, lasting results.

With twelve men calling on the wholesale and retail trade we are always in close touch with the very people you want to reach. Nine of our men are doing retail work continually.

Write now for full information.

Scott-Bathgate Company, Limited

Wholesale Grocery Brokers and Manufacturers' Agents
149 NOTRE DAME AVENUE EAST, WINNIPEG

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

PUGSLEY, DINGMAN CO., LIMITED
JOHN TAYLOR & CO., LIMITED
ETC., ETC., ETC.

We represent some of the best manufacturers,
of whom the above are examples. We will
give your line the same attention.

F. D. COCKBURN CO.
WINNIPEG

G. B. Thompson & Co.

Wholesale Commission Brokers and
Commission Agents

We can handle a few more good lines.
Storage Warehouses and Transfer Track.
149 Notre Dame Ave. E. - WINNIPEG
Established 1898.

D. J. MacLeod & Co

Manufacturers' Agents
and Grocery Brokers
EDMONTON, ALTA.

Open to negotiate for new lines in Alberta.
Our staff calls on wholesale trade and does
detail work.

A. M. Maclure & Co.

MALTESE CROSS BUILDING
WINNIPEG

IMPORTERS, BROKERS
MAN'F'S. AGENTS
GROCERY, DRUG AND
CONFECTIONERY
SPECIALTIES

C. H. GRANT CO.

Wholesale Commission Brokers and
Manufacturers' Agents

1206 McArthur Bldg., Winnipeg
We have the facilities for giving manu-
facturers first-class service.

Williams Storage Co
WINNIPEG

Lessees
WINNIPEG WAREHOUSING CO.
288 Princess Street

Owners
C. S. TURNER CO.
147 Bannatyne Avenue
Prompt and Efficient SERVICE

Bonded or Free Storage
Track Facilities Steam Heating
WAREHOUSING DISTRIBUTING
STORAGE

WATSON & TRUESDALE

Wholesale Grocery Brokers and Manufacturers' Agents.

Have live men doing detail work throughout our territory. Manitoba
Saskatchewan and Alberta. They get the business, and can get it
for you. Write us, and we will explain our system.

156 LOMBARD STREET - - WINNIPEG, MANITOBA

Trackage
Storage
Distri-
bution

Donald H. Bain Co.

Wholesale Grocery Commission Agents

A sales force of competent men.

Ample capital—and the reliability that goes with it.

A record of results—and the prestige that follows it.

An energetic, result-getting organization—with satisfied clients to
prove it.

Are all at your disposal if WE represent you.

Every branch a business in itself, directed by capable, experienced
managers.

All varieties of Food Products.

If you want results get in touch with us.

Head Office: WINNIPEG

Branches—REGINA, SASKATOON, EDMONTON, CALGARY, VANCOUVER

Canada Food Board License No. 6-450

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

The service department of Canadian Grocer will gladly assist manufacturers at home and abroad in making arrangements with the firms in all parts of Canada whose announcements appear on this page.

ONTARIO

W. G. PATRICK & CO.
Limited

Manufacturers' Agents
and Importers

51-53 Wellington St., W. Toronto

MACLURE & LANGLEY
Limited

Manufacturers' Agents
Grocers, Confectioners and Drug
Specialists

12 Front Street East Toronto

W. F. ELLIOT

Importer & Manufacturers' Agent
(Cor. Leith and Hardisty Sts.)

FORT WILLIAM, ONT.

Established 1909.

W. G. A. LAMBE & CO.

TORONTO

Established 1885

SUGARS

FRUITS

Have you read page
56? It will interest

you.

YOUR Advertisement in
this paper will get you
results. **TRY IT.**

Grocery Advertising

By Wm. Borsodi

It contains suggestions for special sales, bargain sales, cash sales, etc.; ideas for catch lines or window cards, and many hints for the preparation of live advertising copy. A collection of short talks, advertising ideas and selling phrases used by the most successful grocery advertisers.

ALL ORDERS PAYABLE
IN ADVANCE.

PRICE \$2.10 Post Paid.

MacLean Publishing Co.
143-153 University Ave., Toronto

X-X-X PHOSPHATE CREAM TARTAR

Formerly only sold in Bulk,
NOW offered to the Grocery
Trade in Five and Ten Pound
Cartons.

To avoid unsatisfactory substitutes
look for this label on the package.
Insist on the Genuine X-X-X.



Order from your Wholesaler,
or direct from

The Jones Packing & Provision Co.
(Chemical Department) Limited
SMITH'S FALLS, ONTARIO
License No. 13-126

To Manufacturers' Agents

Manufacturers are always looking for aggressive brokers to represent them. Keep your name and territory covered to the front, thus impressing them with your aggressiveness. The Manufacturers' Agents' directory is the right place to have your card.

The rates are reasonable. For one inch each week for one year the cost is only \$1.25 per insertion. For quarter column for the same time the cost is \$2.80 an issue.

We shall be glad to furnish you with other rates upon application.

Canadian Grocer
143-153 University Ave.
TORONTO

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

The service department of Canadian Grocer will gladly assist manufacturers at home and abroad in making arrangements with the firms in all parts of Canada whose announcements appear on this page.

QUEBEC

ROSE & LAFLAMME
LIMITED
Commission Merchants
Grocers' Specialties
MONTREAL TORONTO
Canadian Food Control License Nos. 5-236/7/8

J. R. GENEST
CORN and CORN PRODUCTS—PEAS
Grain, Flour and Feed—Wholesale only
Grocers' Specialties
BOARD OF TRADE BUILDING, MONTREAL

JOHN E. TURTON

Wholesale Grocery Broker

MONTREAL

H. D. MARSHALL

Wholesale Grocery Broker

OTTAWA MONTREAL HALIFAX

If you have a business to dispose of, or are in need of efficient help, try a Want Ad. in Canadian Grocer, and let it assist you in filling your needs.

FREEMAN and SHEELY

Wholesale Grocery Brokers

St. Nicholas Bld. - Montreal

MARITIME PROVINCES

C. B. HART, Reg.
Montreal, P.Q.

Grocery and Chemical Brokers
Commission Agents

Schofield & Beer, St. John, N.B.

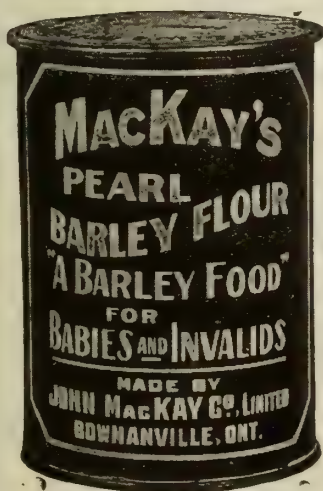
Commission Merchants

Agents for: Acadia Sugar Refining Co., Ltd., of Halifax, N.S.; W. C. MacDonald, Regd., Montreal, P.Q.; F. W. Berk & Co., London, Eng.; The T. Upton Co., Ltd., Hamilton, Ont.

GAETZ & CO.

MANUFACTURERS' AGENTS AND
GROCERY BROKERS

47-49 Upper Water St., Halifax, N.S.



IT'S THE REAL MACKA

Are you
selling
Mackay's
Pearl
Barley Flour?

It's the Canadian-made "Barley Food" that everybody is talking about. The ideal, easily-digested food for Infants, Invalids, Aged People and Nursing Mothers.

For flavoring soups and gravies it is without any equal whatever. Dr. McGill, the Dominion Chemical Analyst at Ottawa, recommends MacKay's very strongly.

Consumer advertising is boosting the demand. Get your share now. Order from your wholesaler or direct from

John Mackay Co., Limited

BOWMANVILLE, ONT.

Only Exclusive Pot and Pearl Barley Mill in Canada

It Will Give
Your Profits
A Boost

Let us send you
prepaid, a five-
case lot of

**MARSH'S
GRAPE
JUICE**

Then watch it
repeat.

Get our prices
on Unfermented
Port Wine and
Unfermented
Black Cherry
Wine.

**The Marsh Grape
Juice Company**
Niagara Falls, Ontario

Agents:

MacLaren Imperial
Cheese Co., Ltd.,
Toronto, Ont.

Rose & Laflamme, Ltd.,
Montreal, Que.



MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

The service department of The Canadian Grocer will gladly assist manufacturers at home and abroad in making arrangements with the firms in all parts of Canada whose announcements appear on this page.

BRITISH COLUMBIA

Squirrel Brand PEANUT BUTTER

C. T. NELSON GROCERY BROKER

105 Hibben-Bone Bldg., Victoria, B.C.
In touch with all British Columbia wholesalers and jobbers, and can place your line to best advantage. Live men calling on retail trade.

Victoria

Vancouver

The Robert Gillespie Co. Importers and Exporters

323 Homer St., Vancouver

Live Salesmen covering Alberta and B.C.

The Robert Gillespie Company, 323 Homer Street, Vancouver, beg to intimate that they have no connection with any firm in Winnipeg or elsewhere and that no firm has any right to use, or buy goods in their name. They will not be responsible for any goods ordered or bought in their name.

LITTLE BROS. LTD., VANCOUVER, B.C.

Established 15 Years. Live Staff of Salesmen. First-Class Storage and Warehouse Facilities.

We can place one or two good specialty lines on the B.C. market. If you want live representation, write us to-day.

Your Customers Will Like ALBATROSS BRAND PILCHARD

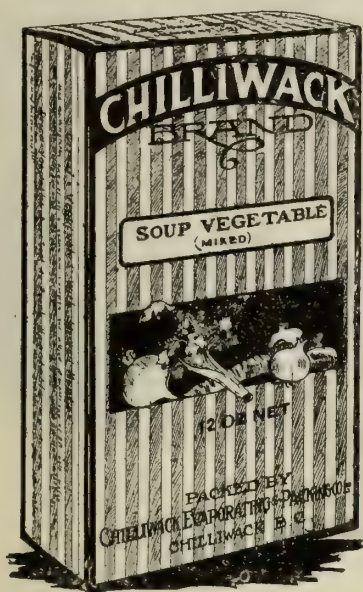
It is a wholesome and delicious Sea Food and with the prevailing big demand for fish dealers will find Albatross Brand Pilchards a quick-mover and a good money-maker, too.

Clayoquot-Sound Canning Co., Ltd.
J. L. BECKWITH, Agent
VICTORIA - B.C.

EL ROI-TAN PERFECT CIGAR

Please Mention this Paper when Writing to Advertisers

When fresh vegetables
are scarce



comes a big call for such a delicious line as Chilliwack Brand Julienne.

Evaporated potatoes, carrots, turnips, onions, peas and beans are scientifically mixed to produce this delightful vegetable soup. It can also be used for boiled vegetable dinners.

Remember — it has the same flavor as fresh picked garden vegetables.

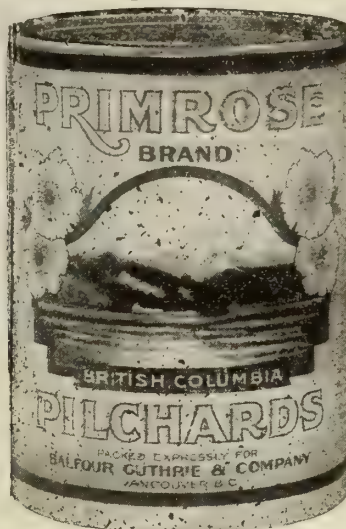
Your jobber will supply you.

**CHILLIWACK EVAPORATING
& PACKING COMPANY**

415 Dominion Bank Bldg., Vancouver

“PRIMROSE”

PILCHARDS



*Strictly Prime
Quality*

Ocean Caught

Packed Only By Hand

Rich in flavor, and high
in food value.

Defiance Packing Co., Ltd.

Head Office: VANCOUVER, B.C.

Canneries at West Vancouver and Port
Renfrew, B.C.

Sales Agents: Balfour, Guthrie & Co.
Vancouver, B.C.

**Salmon
Commandeered**



Packed in 1 lb. Tails
and 1-2 lb. Flats
Sold by Your Jobber

**SNOW CAP
BRAND
PILCHARDS**

are more delicious than
SOCKEYE
and are less
than half the
price.

For Salads and
Sandwiches

*They are More
of a Dainty
Than Tuna
Fish*

**“Snow
Cap”**

is Hand Packed
by

The Nootka Packing Co., Ltd.
NOOTKA, B.C.

**Imperial Rice Milling
Co., Ltd.**

VANCOUVER, B.C.



**We are offering the best value
in Rice on the Canadian
market to-day.**

Canada Food Board License No. 4-517



Handle all your cash and records by machinery

A National Cash Register system will take care of every detail of your store records. It will enable you to handle all your cash and records by machinery.

Every sale—cash or charge—is accurately recorded.

At the end of every day a glance at the

register shows you the exact amount of your sales. The register also gives a printed record of every charge, received on account, or paid out transaction. It shows you how much cash should be in the drawer.

The N.C.R. system saves time, saves money and conserves labor. It stops store leaks. It makes you careful, and your employees careful.

National Cash Registers help merchants overcome war-time troubles

Department No. C6

The National Cash Register Company, of
Canada, Limited, Toronto, Ont.

Please give me full particulars about an N.C.R.
system for a grocery store.

Name

Address

If any advertisement interests you, tear it out now and place with letters to be answered.



IT is no picnic running a grocery store these days. Many lines are very scarce, deliveries are often slow, there are various "regulations" to observe, and experienced help is scarce.

Under such conditions grocers doubly appreciate Red Rose Tea—it is one line they do not need to worry about.

Its quality is so well known and appreciated that no experienced salesmanship is needed to sell Red Rose. It is merely a

matter of keeping a sufficient stock on hand to supply the ever-growing demand.

How is Your Stock?

T. H. Estabrooks Co., Limited

St. John

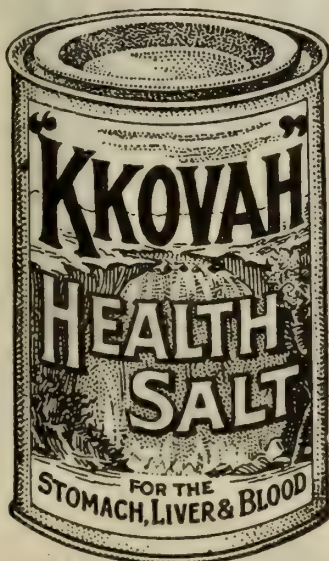
Toronto

Winnipeg

Calgary

Customer Confidence

is the dealer's finest asset. This confidence is obtainable by selling goods of reliable quality.



"KKOVAH"
CUSTARD
AND
"KKOVAH"
HEALTH SALT



Will create and maintain this confidence in you and the goods you handle.

Sole Agents for Canada:

MACLURE & LANGLEY, LIMITED

WINNIPEG

TORONTO

MONTREAL

Keen's—the All-British Blue —the Blue you can safely recommend

Keen's Oxford Blue has a wide-spread reputation for good quality. In every community housewives know and approve of KEEN'S — THE BLUE OF BLUES.

Remind your trade that you carry and recommend KEEN'S by showing it in displays frequently. A counter show card of Keen's Oxford Blue Sailor-Boy with Square and Union Jack will be sent you on request.

Magor, Son & Co., Limited

191 St. Paul Street, W., Montreal
30 Church St., Toronto



A Widely Advertised Baking Powder

EGG-O BAKING POWDER and Baker's Special is being widely advertised throughout the Dominion. Continuous newspaper and magazine advertising of special interest to women is creating a bigger demand for Egg-O.

Every dealer should, therefore, have a good stock on hand to meet the demand.

You have had many inquiries for Egg-O—you will have more. Your customers will ask for Egg-O. Do not disappoint them.

A good Baking Powder is imperative with heavy war flours, so you need have no hesitation in recommending Egg-O.

Sell the larger tins. It saves tin and cinches your customer's trade. Once, always, with Egg-O.

EGG-O BAKING POWDER CO.
HAMILTON, CANADA LIMITED



Branches:
TORONTO, KINGSTON
and MONTREAL

CANADIAN GROCER

Vol. XXXII.

TORONTO, NOVEMBER 1, 1918

No. 44

Embargo on Dried Fruit Hits Trade

It is a Question Whether Any Dried Fruit's Other Than Apples and Peels Will be Available For Civil Population—Army Has First Call—Some Uncertainty as Yet as to Actual Situation

ANNOUNCEMENT to the effect that the U. S. Government had placed an embargo on the export of all dried fruits was anything but welcome news to the trade the latter part of last week. Indications are that all licenses which importers went to all kinds of trouble to secure have been cancelled and even goods which are rolling and not over the border are being seized. The outlook is unquestionably a serious one, and whereas stocks on hand at the present time are ample to take care of the requirements of the trade for some little time, the outlook is by no means promising for the future.

There was some hint of this condition last week, and CANADIAN GROCER in reporting the situation on dried fruits had this to say: "It is apparent that there will be some considerable difficulty in bringing dried fruits forward from the United States. It would appear that shipments already on the way are to be intercepted by the United States War Trade Board, it being intimated that the supplies are wanted for use at home. Late enquiry reveals the situation as very unpromising and the likelihood is that shipments of raisins, prunes, figs and dates will be held back pending a definite order to divert same. The situation looks very difficult." This statement is borne out in advices which have reached importers from their principals in California and other growing sections and is brought out by the exceptional requirements of the United States Government to take care of their army and navy, which are being recruited to such enormous strength.

The situation on prunes and raisins has been covered in these columns as quickly as advice was forthcoming on

crop conditions and what was likely to transpire and the complete review of the raisin crop was given last week. This was by no means too encouraging, and the result on all dried fruit is as outlined above, that embargo now exists.

Apples and Peels the Only Lines That Will be Available.

It is indicated that the only lines which will come forward are dried apples, lemon, orange and citron peel. These represent a very small proportion to the total importation from the States and efforts are being directed by the wholesalers, backed up by the Canada Food Board, to have some modification of this embargo effected. What the results of their efforts will be only time will tell, but it is quite certain that every effort to have released at least a fair percentage of the orders placed will be made.

No Modification of Embargo Appears Probable.

Opinions vary as to just how this may affect the local situation. One large importer reports that he believes this step was only taken after a very careful survey of crop conditions.

The Government has in its possession figures which would enable it to judge what the extent of the crop damage has been on raisins for instance, they also have figures on how large an army they

expect to raise, and can pretty accurately say about how much food of different kinds they will require to feed this army. This being the case, this importer feels that no modification whatever from the embargo can be looked for. He admits that this is not a bright outlook, but feels that the situation should be faced and there is no getting away from the fact that if this food is going to feed the soldiers of one of our Allies, there will be no great objection raised; the only thing which can be done will be to submit. When the facts have been fully supplied and justification of this action is shown to exist it is undoubtedly true that the trade will submit gracefully.

Others View Situation More Hopefully.

There are other importers who feel that some modification of this embargo may be expected. They take a very hopeful attitude, and whereas admitting that the situation undoubtedly has its serious side, they feel that when complete figures are available, and in the possession of the Government, there will be some released for the civilian trade.

However, there is no getting away from the fact that the civilian is the last one to be considered to-day. This is shown in practically any line of business. The requirements of the army and navy are paramount in every country and it certainly looks more and more as though Canada will have to depend on the products which can be grown here. The balance of trade is still somewhat unfavorable and this may be a factor which has been taken into consideration in this latest step. It is not indicated that such is the case, but it is within the realm of possibility.

What the effects of this will be, it is



somewhat hard to determine. Jam manufacturers are of the opinion that this will influence the demand on jams to a great extent. Already stocks of strawberry and raspberry are practically cleaned up as far as the manufacturers are concerned, and other lines are none too heavy. Reports from retailers indicate that the trade has taken very kindly to jams even at the high prices and practically since the first shipments made these lines have been going into consumption. The consumer is also demanding the 4 lb. pail instead of the small glass jar. This is significant and the elimination of dried fruits may very well influence the demand on jams of all kinds.

That prices will go higher there is no question of doubt. Prunes have already stiffened in some quarters, and the tendency is towards higher prices on raisins, and this may be expected to extend to all lines. The situation on dates, is still a little bit uncertain. It is still unknown whether shipments of these will be allowed to come through or not. Currants and figs have been a very small factor during the past couple of years owing to the exceptionally high prices and scarcity of tonnage to bring same forward. Sales of apples will undoubtedly show improvement and stocks now in hands of wholesalers generally may be cleaned up fairly quickly.

Strong Opposition to New Cereal Order

Elimination of Rolled Oats From List of Substitutes That May be Used by Consumers Causes Strong Criticism

THE latest regulations issued by the Canada Food Board in respect to handling substitute flours and eliminating rolled oats from the list which the retailer can sell are meeting with anything but approval from among many of the millers. The point brought out is that retailers should have been given an opportunity to secure wheat flour in the proper proportion to substitutes they may have had on hand and been allowed some time to bring their stocks of rolled oats down to a more normal basis. The contention of the Food Board that people were buying rolled oats as a substitute, but using it largely for porridge is not borne out by the facts, it is contended. It is stated that the greater sale of rolled oats was due in a large measure to the average housewife's greater familiarity with this product and its use. That it has been used in much greater proportion along with wheat flour as a substitute is said to be the case.

A special committee representing the retail trade has waited upon the Canada Food Board in an effort to have this regulation modified, but no concessions were made nor is there any apparent probability of any change being made.

Western interests have also been strongly opposed to the change, and at a recent meeting of the Western Grain Standard's Board the following strong resolution was passed and wired to Premier Borden, Hon. T. A. Crerar, and the Canadian Food Board.

"Whereas the grain crop of the prairie provinces is being moved slowly because of labor and other transportation conditions, and whereas large areas in Alberta and Saskatchewan are short of oats and it is difficult to secure oats either for seed or for milling purposes or for food and much more for substitutes, except at a very high price, and the same applies to barley; and, whereas it is not economical either as regards transportation facilities or financial cost to import into the prairie provinces foodstuffs either from the United States or from eastern Canada, it is therefore

hereby resolved by the Western Grain Standards Board, that while it is desirable as far as practicable for the people of the Western provinces to support the allied policy of the common loaf, yet under the actual conditions now existing in the prairie provinces in general much inconvenience and loss to the people of these provinces in general will cause loss and inconvenience to milling and distributing industries, will tend to increase the tax upon the heavily burdened transportation facilities that are available, and at the same time will not really to any appreciable degree promote the conservation of food, and the Canada Food Board is hereby requested to take into consideration the advisability of an alternative procedure for the Western provinces, namely the non-importation of substitutes for wheat into the Western provinces, and the promotion of wheat conservation by an increased flour extraction.

HOARDING ORDER MODIFIED

Manufacturers and licensed dealers, and such consumers as may be shut off from the source of their supply by closed navigation or other transportation, or who may live in distant isolated parts may have sufficient flour and sugar for two hundred days, according to order number 69, of the Canada Food Board, issued to-day. This revises other orders affecting only the above three classes. The customary provisions are made for dealing with violations.

ORIGINATED NATIONAL FISH DAY

It was J. A. Paulhus with whom the idea of a National Fish Day for Canada originated some three years ago. Mr. Paulhus is second vice-president of the Canadian Fisheries Association and an ardent advocate of greater publicity for increasing the use of fish among Canadians. He has been very closely associated with the development of the trade for many years, and possesses a wide and comprehensive knowledge of fish,

their habits and haunts. The idea of a National Fish Day is beginning to take a real hold on the consuming public generally. An informal dinner of the trade in Montreal was planned for Thursday of this week. Much interest is being manifested all around.

VICTORY LOAN NOTES

The Victory Loan Committee of Montreal is offering two prizes for the best-dressed windows, the central feature of which will be the appeal to the public to buy bonds. For the best-dressed window—from the standpoint of appealing to the masses in enlisting their interest in the purchase of Victory bonds, a \$100 bond will be given, and for the second best, the prize will be that of a \$50 bond. In addition to these, arrangements made call for the awarding of two prizes of like nature for the best-dressed floats in the Victory Loan parade, to be held in the near future.

Montreal retailers will, it is confidently expected, respond well to the appeal for subscriptions in the purchase of Victory bonds. Already some of the larger stores have signified their willingness to do all that is possible. The shrewd business man is quick to realize the advantage of the splendid investment of what money he can spare. He is also one of the first to respond to the appeal for assistance in any worthy cause, and in this direction he will be a leader in his readiness to meet the call of his beloved Canada.

IMPORTANT RULING RE TRANSPORTATION

Ottawa, Oct. 28.—The influenza epidemic is responsible for a ruling issued by Sir Henry Drayton, chairman of the Board of Railway Commissioners. The James Shearer Company, of Montreal, brought the question to the notice of the board. They asked that demurrage charges should be held up till the epidemic subsides as yards are practically tied up owing to the absence of the employees.

Sir Henry holds that the car demurrage rules do not cover a case of the character. A condition, however, such as the present was never contemplated when rules were drawn up. "As I see it," he proceeds, "it would be absolutely unfair and improper to penalize shippers who cannot accept cars owing to the ravages worked by the epidemic on their employees. The matter is one absolutely beyond their control. Demurrage ought not to be charged under such conditions, and in my opinion the railways ought to be advised that demurrage ought not to be charged, and that if necessary the appropriate amending order should be made as of this date."

YOUNG BANDITS ROB GROCERY STORE

About 9 o'clock Saturday night, three young men entered Howard Burton's grocery store at Islington, Ont., and, covering Burton with a revolver, robbed his cash register, succeeding in getting away with between \$50 and \$70.

Coffee Due for Immediate Advance

Peace Talk Responsible For Stiffening of Brazil Markets — Consuming Centres of Europe Bare of Supplies—Canadian Coffee Stocks Limited and Importations Almost Nil—Importers Must Meet Situation Within Very Short Time

PEACE talk has caused a sharp change in the coffee outlook and all indications point to an early advance in local markets. Opinion is divided in some respects, but most of the big coffee importers agree that the situation warrants a firming of the market, and that increased prices will have to be paid by the trade.

This is due to the fact that the Brazilian planter, who is the dominant factor in the coffee trade, believes that an early peace is a possibility, and that the conclusion of peace will mean a marked increase in the demand for coffee from the central empires, that were formerly among the largest consumers in the world. As a result of this impression Brazilian holders are not sellers at the moment, but are willing to hold their stocks pending further political developments.

Quotations in Brazil have shown a recent advance of approximately 5 cents a pound. This sharp advance has curtailed buying to an almost negligible factor. On the Canadian market there has been an advance of roughly 3 cents a pound on green coffee of recent date and there is a probability of still further advances. There are other sources of supply, but Brazil is of such preponderating importance as a coffee source, that these other sources cannot materially affect the situation.

As matters now stand supplies of coffee in Canada are light with a strong market demand. Opinions differ as to just what stocks are available, but as Canada has been dependent for some time past on direct importations it is generally conceded that these stocks are lighter than normal. Probably stocks on hand at present with such slight stocks as are arriving are sufficient to assure supplies till January or February. By that time however, it will be necessary to have stocks of coffee arriving in far greater volume than at present if an actual scarcity is to be avoided.

Just what the bearing of this may be, it is difficult to foresee. There is always the possibility that the Brazilian holder may lose confidence in what he now believes to be the probable trend of events and be willing to put stocks on the market at a more reasonable figure. This however seems hardly likely. On the other hand buyers in need of stocks may come to the belief that there is some justification for the Brazilian attitude, and may be ready to meet the increased prices at an earlier date than is actually necessary. This would of course mean advancing prices, not necessarily any very sharp advances on the local markets but a steadily strengthening tendency. This is the viewpoint that is taken by many of the large coffee handlers of the country.

Significant Fact

One of the interesting features of the present situation is that the United States Government is anxious that coffee be used sparingly. To this end one of the informants stated that the government was urging that the use of coffee, generally, be cut down somewhat. This was looked upon as a timely measure to conserve the stocks within the country, for, as sized up in this informant's opinion, it was a case of the United States Government holding out against that of Brazil. It was just a question, at present, who would win out. And at the moment the position is not at all clearly defined.

What Of Peace?

The Brazilian operators have been prompted to advance prices because of the peace talk that has grown frequent and insistent of late. They are well aware of the scarcity of supplies in Germany and Austria-Hungary. They believe that they can force the price up to those on this side of the Atlantic who want supplies and must have them. They also feel that there will be an immediate heavy demand on supplies from these European countries once they are able to buy coffee. The use of coffee there is heavy and markets are considered to be absolutely bare. Germany, in particular, has a good deal of shipping in South American ports awaiting the word to sail at the earliest possible date. She has also a great deal of shipping at home, and as soon as there is any likelihood of peace being effected these bottoms will surely sail for South America—many of them—with cargoes of home-produced goods, to return with coffee for home needs.

No Other Shipping

Just what shipping these warring countries above mentioned have, is a question. That they will have to depend solely upon that which they possess is obvious. The Allied shipping will have a severe strain placed upon it immediately the war is over and none of it will be available for enemy country service. The previous enemy of the Allies will have to carry his own food-stuffs. And then again, if the United States as the largest consumer of coffee is in a position later to import her supplies from other centres, the Brazilians may be glad to treat with offered business on a fairer price basis.

Then again, even allowing that the present enemies of the Allies have a great deal of shipping, they have commodities to import, other than coffee. It would not seem reasonable that the South American coffee growers can expect such a demand for their coffee as to ensure them any prices they may wish to ask. They will probably be

able to get more return, but the extent of the advances will perhaps be less than they at present hope for.

The Speculative Element

Regulations in the United States have served to eliminate the speculative element to a great extent at least, recent legislation makes it very difficult to secure permits for the importation of supplies. The government is now insisting that the applicant for a special permit state what he is going to do with the coffee. If he has a market for it, he may be given a permit—otherwise he is very likely to be refused. This would indicate that the surplus stocks in the States are not what they have been in the past.

Prices Will Advance

There appears to be every reason to believe that Canadian coffee prices will advance. If the Brazilian growers can hold out in their present demands for high rates, they will force the importer to pay more and there is little likelihood of jobbers offering coffees much longer on the present price basis.



Corp. Deward Barnes, Toronto, who has been reported wounded with gunshot in the right side, enlisted in 1915 with the Sportsmen's Battalion, later being drafted to a machine gun section. He served 18 months in the trenches, winning first one stripe, later the second. Before enlisting he was in the employ of John Hillock, Toronto. He was 30 years of age.

Pte. Albert Lee, of 133 Duke street, Toronto, was killed in action, according to word received by his mother. He was wounded during the summers of 1917 and 1918. He is a Barrie boy and came to Toronto in 1910. He was a candy maker for Robertson Bros. prior to enlisting.

Pte. Joseph Walker, Toronto, who was taken to the Bramshott Military Hospital on October 15, succumbed to influenza on the 22nd. He was born in Toronto 33 years ago. For some time he was in the contracting business with his father, and for the last three years he was general manager of the Peerless Milling Company, Toronto. He went overseas on September 5 last with the 8th Canadian Reserve. His home was at 1402 Dundas street west, Toronto.

CANADIAN GROCER

MEMBER OF THE ASSOCIATED BUSINESS PAPERS
ESTABLISHED 1886

The Only Weekly Grocer Paper Published in Canada

JOHN BAYNE MACLEAN - - - - President
H. T. HUNTER - - - - Vice-president
H. V. TYRRELL - - - - General Manager

THE MACLEAN PUBLISHING COMPANY, Limited

Publishers of Canadian Grocer, Hardware and Metal, The Financial Post, MacLean's Magazine, Farmers' Magazine, Dry Goods Review, Men's Wear Review, Printer and Publisher, Bookseller and Stationer, Canadian Machinery and Manufacturing News, The Power House, The Sanitary Engineer, Canadian Foundryman, Marine Engineering of Canada.

OFFICES

CANADA—Montreal, Southam Bldg., 128 Bleury Street; Telephone Main 1004. Toronto—143-153 University Ave.; Telephone Main 7324. Winnipeg—1207 Union Trust Bldg.; Telephone 3449.

UNITED STATES—New York—R. R. Huestis, Room 620, 111 Broadway, New York; Telephone 8971 Rector. Chicago—A. H. Byrne, Room 900, Lytton Bldg., 14 E. Jackson St., Telephone Harrison 1147. Boston—C. L. Morton, Room 733, Old South Bldg.; Telephone Main 1024.

GREAT BRITAIN—London—The MacLean Company of Great Britain, Limited, 88 Fleet Street, E.C. E. J. Dodd, Director, Telephone Central 12960. Cable Address, Atabek, London, England.

SUBSCRIPTION—Canada, \$3.00 a year; Great Britain, South Africa and West Indies, 12s. 6d. a year; United States, \$3.50 a year; other countries, \$4.00 a year. Single copies, 10c., invariably in advance.

PUBLISHED EVERY FRIDAY

Circulation of Canadian Grocer has been audited by the Audit Bureau of Circulations. Copy of report will be sent to anyone interested.

Vol. XXXII. TORONTO, NOVEMBER 1, 1918 No. 44

GET THE GOODS.

RECENT changes and restrictions in many lines make it certain that it will soon be more of a question of getting the goods rather than a consideration of what they will cost. For this reason, dealers should look carefully to their wants for the future and make the necessary arrangements for the stock they will require during the winter and spring without delay.

If you have not given attention to your future requirements, it behooves you to do so at once. Let the manufacturers know of your requirements and specifications and you will aid not only the Government, but also those firms which are conscientiously trying by their foresight to help win the war.

RESULTS OF WASTE

ENGLAND has revised and Canada is learning to revise the word "rubbish." We are beginning to realize that we have been a wasteful people. Because we had a wealth of resources at hand and ready access to the supplies of other countries we were not careful. It was far less trouble to use new material than to bother about the old which was nearly always consigned to the "rubbish" heap or ruthlessly destroyed. Now we are realizing that much of this material was most useful and that we were too indolent to prepare it for further use. Some of our greatest wastes were in metal and in cloth. If we learn nothing else from the war we will have an increased respect for the value of many metals. As a result of the depletion of supplies it seems likely to be a long time before we will be in the position to have anything like as liberal supplies of many materials as were available formerly.

LEADER IS NEEDED.

IN spite of all that has been said in the business papers and magazines of the country, the Government has taken no action to solve Canada's post war trade problems or to help the business men of the Dominion extend their trade. One of the great needs in connection with the situation as it exists to-day is leadership. With the end of the war in sight and Canada in a splendid position to take care of increased trade Ottawa is doing nothing to rise to the occasion. There is no definite policy of any kind. If the Dominion's exports increase it will be due to the enterprise of Canada and not through any help from the Government. Other countries are busy getting all the knowledge they can regarding the markets that will be open and the requirements of those markets. They are getting in touch with the people who will be the buyers of the future. As a result of the war Germany will be compelled to abandon millions of dollars worth of markets developed with an enormous effort and much hard work. Canada by her position and her resources should be in a position to get a big share of the trade in some of these territories. There are many ways in which the Government by co-operating with the manufacturers and business men of Canada could assist in building up a trade that would steadily grow in the future. Action, as far as Ottawa is concerned, seems to be confined in many instances to avoiding anything that looks like work.

THE CLERK CAN HELP

OWING to the unfortunate outbreak of influenza and the rigorous steps that have had to be taken to eradicate the disease, the many public meetings that would have been held to foster interest in the Victory Loan have been materially curtailed. This means that one of the great agencies for stimulating interest in the loan cannot be used. It means also that a great many people may possibly not have this important matter brought to their attention. That is where the clerk may help and may do a great service to his country. Every day the clerk has his opportunity of speaking to a large number of customers. He can easily in every conversation introduce some reference to the Victory Loan, to its great importance to the country, and its great value to the purchaser. In so doing he is being a real service to a great cause. By so doing he is being of real service to the store, for the customer who has a backing of good securities in the bank, cannot help but be a better customer. He is helping himself, for eventually he will be in business for himself, and it is not hard to foresee that the customer trained in habits of economy and in judicious investment will in the years to come be a far better prospect for any merchant.

However you look at it it is a great chance, a chance that none of us on this side of the water can well neglect.

Current Events in Photograph



WORLD'S RECORD FOR TONNAGE

This shows the waterfront at Windsor, Ont., which has the world's record for shipping tonnage. At any given point here a vessel more than 600 feet long passes on an average of every seven minutes, night and day. These are the big lake freighters with their cargoes of iron ore, wheat, coal and other commodities. The tonnage that passes up and down at Windsor is greater than that handled in London, Eng., New York and Hong Kong combined. It is greater than that which passes through the Suez Canal, which some years ago took a secondary place. The exact figures for the last year available are 100,907,270 tons, valued at \$1,069,617,157. In addition to the big lake boats, there are so many smaller craft bound for Detroit and Windsor that at any given point a boat passes one way or the other every four and a half minutes.

WILL ENFORCE EARLY CLOSING BY-LAW

Winnipeg Branch of the R.M.A. of Canada is For Proper Enforcement of the Early Closing By-law as Amended.

In 1900, Winnipeg City Council passed a by-law governing the closing of stores. It proved that all stores with certain exceptions were to close at 6 o'clock every evening except Saturdays before legal holidays and during the last three weeks in December. On the latter days the closing hour was fixed at 10 p.m. The stores privileged to remain open were as follows: Stores in which the only trade or business carried on was that of a tobacconist, news agent, hotel, inn, tavern, victualling or refreshment house.

With the growth of the city, confectionery and fruit stores were opened up and custom permitted them to remain open although the by-law made no provision for this. To make it legal for such places to be open after closing hours the Association requested the Provincial Government to amend the Shops Regulation Act excluding fruiterers and confectioners in the same manner as tobacconists, etc.

The Association then presented the matter to the council and on the 30th Sept., the amendment received its first

and second readings with the understanding that it would come up for its third and final reading on Oct. 28, the interval being allowed for certain stores to dispose of their stocks of groceries, etc., so that they might qualify as exclusive confectioners, fruiterers, etc.

The aim of the association is to get proper enforcement of the by-law, requiring stores carrying prohibited lines to close, thus doing away with the "snorter" and in future depending upon inspectors for the enforcement of the by-law. Formerly purchases were a fact that goods were exposed or offered for sale will be sufficient evidence to constitute a breach of the by-law.

Under this amended by-law stores in which the only trade or business carried on is that of a confectioner, fruiterer, tobacconist, victualling or refreshment house will be permitted to remain open.

Groceries must not be exposed or offered for sale by any store or place desiring to remain open. Restaurants may stock such groceries as are required for the serving of meals.

If a fruiterer or confectioner desires to remain open, he may not sell groceries. Such stores may, however, sell cooked pastry, bread, butter and milk, but no other groceries or other forbidden lines can be stocked by any store that wishes to enjoy the privilege of remaining open in the evening.

ALL GOODS FROM U. S. MUST HAVE IMPORT LICENSE

The War Trade Board announces a new regulation whereby importers of all goods which have to pass in transit through the United States en route to Canada should apply to the War Trade Board for an import license, whether or not the goods in question are included in the Canadian list of restricted imports.

Although certain commodities may not be included in the Canadian list of restricted imports it has been found that such goods can be handled by the United States customs authorities much more conveniently when the Canadian importer submits a War Trade Board number of an approved application of license.

This procedure will also obviate the necessity of the importer ascertaining if the proposed importation is actually restricted.

EXPORT OF CANNED FRUITS

The U.S. War Trade Board announces in a new ruling that on and after November 1, 1918, all applicants for licenses to export canned fruits to any destination will be required to state whether the fruit in question is canned in syrup or in its own juice. All applications received after said date which fail to contain this very necessary information will be refused.

This Grocer Uses His Brains

He Draws a Good Salary From Himself Because He Keeps Busy From His Collar Up

By HENRY JOHNSON, Jr.

So often am I compelled to conclude that grocers labor hard with their bodies but act as if they had no brains, that it is a delight to hear from one worthy to be pointed to as an example of how a grocery store should be run. The job I have this week is therefore, all pleasure. This Canadian grocer asks that I do not mention his name or location, and he writes:

August 12, 1918

Dear Mr. Johnson,

I am enclosing a statement of expenses incurred in conducting my business from February 1st to July 31st, 1918, or six months. I take stock last of January each year, consequently my business year starts the first of February.

At the beginning of the year I make out, as nearly complete as possible, a statement of all expenses I think will be necessary for the coming year and an estimate of my gross sales. For 1918 my estimated expenses were \$5,835.88, which includes depreciation and bad debts, and my total sales were estimated at \$50,000. These figures are just as my book shows them, made about February 1st, 1918.

Bad debts are practically nil.

As I have read with a great deal of interest your articles from time to time, and gained from them considerable valuable information, I would be pleased to have you comment upon the enclosed statement, in whatever manner you see fit, but withhold name and location. Depreciation is figured at 10% on \$1,500 fixtures, and as depreciation shows on the inventory list, I have not included it in expense account.

The Statement—	Expenses.	
	Carrying.	Selling.
Wages		\$868 84
Rent	\$228 00	
Light	7 11	
Heat	15 00	
Phone, \$13.75; Messages, \$1.95		15 70
Taxes	10 32	
Insurance	16 62	
Interest, 6% on \$6,000	180 00	
Delivery (wages not included)		159 28
Bad debts, half year		100 00
Depreciation, half year		75 00
Advertising		136 52
Ice	20 75	
Sundries		17 83
My Own Salary		900 00
	\$477 80	\$2,273 17
Total expenses		\$2,750 97
Sales, 6 months		25,301 03
Percentage of expense—10.87 plus.		
Estimated gross profit—17%.		
Estimated turnover—9.33 plus.		

I cannot strike a definite gross profit until stock taking time, and cannot definitely estimate turnover, as I do not carry out complete figures as to value of stock on hand at beginning of each month, but am using amount on hand last inventory, which is not varying very much.

Margin or Gross Profit?

Inasmuch as I have but one very minor criticism to make, I'll get that off my chest first. My friend should drop that term, gross profit, and substitute

margin. Margin is the total spread between cost and selling price. From that sum expenses are to be deducted and what remains is profit. This practice will obviate the use of gross profit and net profit, and will make clear just what you are talking about.

You see, it is not much of a criticism. It is rather a suggestion, since your practice is followed by many. But it is a bad habit, nevertheless, and should be abolished.

But what splendid things this letter and statement show! I hope they may be read with the deepest attention, for there is food for thought and suggestion in every item.

Here is a merchant who lays out his annual course as a mariner would do to reach a certain harbor. That he has done it very skillfully is shown by the outcome, for his calculations provide apparently liberal margins for error, chance currents and unexpected winds. He has exceeded his anticipated sales by \$301.03, and has saved out of his expense allowance \$166.97. As things stand now, he could run behind \$300 on sales during the next six months, or he could run over on expenses \$200 without throwing his original calculations out of balance; because the excess of \$300 in sales over calculations entitle him to 11% expense thereon, or \$33, which added to the \$166.97 he has saved would just make \$199.97.

This merchant allows himself \$1,800 a year salary, or 3 3/5% on sales. Does he earn it? He certainly does, for he runs that \$50,000 business on an expense account of less than 11% inclusive of his own salary. If we take his 3 3/5% from the 11% only 7 2/5% remains to cover all the other expenses of the business.

But that is not all. His calculations point to an average margin of 17% on total sales, so he will have a clear 6% profit, or upward of \$3,000 net earnings. If his statement that he has \$6,000 invested in the business is accurate, this means that he is making 50% on his capital a year. I have known of such earnings, and considerably more, on capitals ranging from \$500 to \$750; but never have I known of any such record on a capital of \$6,000, or at least I do not recall any such instance.

A Worthy "Hired Man"

Therefore, this man earns his pay, which is the only test to which to subject a man's income. If he earns what he gets, he is a good investment for the business. This man is, I think, a worthy hired man and one who is moderately paid in view of what he shows in his record. It is beside the point that his total net income from his business will be around \$4,800, and that he is working for himself. This layout glimpses a business man who is master of the situation and knows precisely where he is getting off every month.

Let us note, in passing, his division of expense into "carrying" and "selling." That is new to me. It is a good idea. It shows that he subconsciously analyzes his figures all the time. He is a thinker as well as a worker.

He says his bad debt losses are practically nil. I believe they are, for it is plain that this man knows what he is talking about when he makes an estimate or statement.

I feel the same faith in his statement that he turns his stock 9.33 times, though I have no data on which to check that. But it is interesting to calculate how frequently he turns his entire capital based on \$50,000 sales at 17% margin. On this basis, \$50,000 sales will show merchandise at cost of \$41,500. Divide that by the capital of \$6,000 and we find that the turnover of total investment is 6.916 plus, or nearly seven times. Consider that this is about the average turnover of grocery stocks—not capital, but just the merchandise—and we have another demonstration of this man's fine management.

You, reader, may think I am spreading this on pretty thick; but I am surely not, for such management is the rarest thing to come across—and it is mighty refreshing, encouraging and furnishes a demonstration of what I have proved myself and insisted on in writing—that the right kind of man can make big money in the grocery business.

It only remains to check up the actual results at the end of the year. I hope, therefore, that my friend will keep a memorandum to write me a detailed statement next February so I may verify this theoretical record.

Another Extreme

By contrast, I have before me a news item of August 30, the burning of a building in which a grocery store and meat market were located. Here is the gist of it: "The entire stock and equipment, with all the books and the cash collected in the past two days, were burned."

Of course, I do not know that my correspondent has a fireproof safe in which all records are kept; but I incline to think he has. But note that here was a case where the cash taken in two whole days was exposed to fire—not even banked. I tell you, grocers, that slipshod methods, failure to think, neglect of ordinary accounting, carelessness, are not going to win out these days any more than they have done in the past. Bull luck sometimes comes in and helps out a laggard; but that does not happen often enough to make it safe to rely on it. Better take thought, be studious and careful, watch, do everything you know or can learn about to make sure of your earnings and to safeguard them after they are made.

That is the only royal road there is in the grocery business.

CURRENT NEWS OF THE WEEK

Canadian Grocer Will Appreciate Items of News from Readers for This Page

Maritime

Patrick Brodley, Woodstock, N. B., grocer and confectioner, has suffered loss. A new source of supply for oranges is indicated by an inquiry received by the St. John Board of Trade from Nogales, Arizona, for the names of orange importers in New Brunswick.

Local fruit dealers report heavy advances in sales of lemons, due to their being used medicinally in connection with the influenza epidemic. One jobber reports that he sold more last week than he usually would in a month.

Barrelled sugar is becoming a rarity, owing to the food regulations which limit the purchases to small quantities and bulk sugar is now reaching the dealers in boxes instead.

Matthew Burgess, secretary-treasurer of James Burgess & Sons, Ltd., who carry on a large general mercantile business in Grand Falls, N.B., died suddenly this week of pneumonia, after an illness of less than a day. Mr. Burgess, who was forty years of age, was one of the leading citizens of Grand Falls.

The Atlantic Sugar Refinery, which has concentrated on package sugar, has found it necessary to supply the grocers with sugar in bulk in order to permit of meeting conditions under the regulations and the change went into effect this week. Under the new rule, the company will fill orders on the basis of 33 1-3 per cent, of granulated sugar in bulk, an equal quantity of yellow sugar in bulk and the balance of granulated sugar in cartons.

While the sardine fisheries in the upper portion of the Bay of Fundy were much below average this year, the fishery inspector points out that the district as a whole did not do so badly. Last year the value of the catch totalled about \$1,000,000. This year, so far, the figures run to \$800,000. Heavier catches than usual at the mouth of the bay helped to offset the shortage in other portions.

Quebec

C. Laliberte, grocer, Montreal, is dead.
O. Gosselin, grocer, Montreal, is dead.
Henry Gatien, grocer, Montreal, is dead.

Amandee Major, grocer, Montreal, has died.

A. E. Montreuil, butcher, Montreal, is dead.

Victor Loiselle, grocer, Montreal, is dead.

Martin Moise, grocer and meats, Montreal, is dead.

Aug. Vandeloë & Son, wholesale fruits, are selling their assets.

S. R. Page, general store, St. Ludger, has sold his assets.

DEATH OF PROMINENT YOUNG BUSINESS MAN

A. M. Brooke, President and General Manager White Swan Spices and Cereals Limited, Passes Away

The Spanish influenza, with resultant pneumonia, has carried off a large number of prominent rising young business men. One of these is Arthur M. Brooke, who has for the past seven years or so



THE LATE A. M. BROOKE

been president and general manager of White Swan Spices and Cereals, Limited, Toronto. Mr. Brooke was only thirty-one years of age. He had the honor of directing the affairs of a large spice and cereal house, while young in years and undoubtedly there was a splendid future ahead for him. The trade with whom he came in contact will indeed be sorry to lose him from among them.

Mr. Brooke, while head of White Swan Spices & Cereals Limited, made it a practice to go out among the trade through the country and get into closer touch with actual conditions there and many a retailer will, no doubt, recollect his visits.

Prior to going with White Swan Spices & Cereals, he was an inspector with the Sterling Bank, Toronto. Jumping from banking into the manufacturing business is no easy work, but Mr. Brooke certainly displayed a great deal of ability in connection with the change.

No one will regret his passing more than the travelling salesmen of the house who have been associated with him. He was ill just three weeks before his death.

Quebec.

The Quebec Packing and Pickling Co., Quebec, have been registered

W. A. Odell, general store, Stanbridge East, has sold to C. Lavoie.

Joseph H. Lauzon and Joseph G. Laprade, have been registered under the firm name of Lauzon & Laprade.

Laponite & Payment, grocers, Verdun, Montreal, have dissolved partnership.

J. L. Freeman, of Freeman and Sheely, manufacturers' agents, Montreal, has been confined to his home for some time through an attack of the grippe, but is about this week again.

C. Green, vice-president of the tea-importing firm of the John Duncan Company, was a Montreal visitor to New York early this week.

Zepherin Hebert has been elected a director of the Montreal City and District Savings Bank. Mr. Hebert is president of the wholesale grocery firm of Hudon, Hebert and Co., Limited.

Montreal detectives have made a recovery of goods of various kinds estimated to be worth about \$35,000. A large proportion of this big sum is represented in a recent theft of \$15,000 worth of furs. Since the new civic government got down to business Montreal has been setting a respectably decent pace in her clean-up campaigns.

Ontario

R. P. Graham, Cobalt, is selling out.

A. E. Gandion, grocer, Chatham, is dead.

Geo. T. Murrell, butcher, Toronto, is dead.

Miss Bessie Cameron, grocer, Toronto, is dead.

Thos. Laing, grocer, Toronto, suffered loss by fire recently.

O. R. Skilling, wholesale produce merchant, Toronto, is dead.

Alex. Mann, grocer, Hamilton, is giving up the grocery business.

Jean Poloni, tobacco, billiards and grocery, is selling his grocery stock.

Mrs. M. J. McDonald, general store, Glen Roy, has been succeeded by R. J. McDonald.

C. E. Clemens, Blenheim, has sold his east end grocery business to W. T. Jelly, formerly of Glencoe.

The general offices of the Bowes Co., Limited, Toronto, have been moved from Front street E., to 58 Wellington st.

Arthur Armstrong has resigned his position in T. Hockin & Co.'s grocery, Dutton, and has become a brakeman on the M. C. R.

George Smith of the Welland Cartage Company, Cross street, Welland, has opened a feed business with a full stock of cereals and feeds.

S. A. Shaw, general merchant, of Alton, Ont., died in the hospital at Orangeville, Tuesday night of an attack of influenza. He was twenty-five years of age.

Permits have been issued for a three-storey brick addition to the factory of Wilson Lytle, Badgerow and Co., vinegar manufacturers, 102-110 Duke street, Toronto, to cost \$22,000.

George R. Stevenson who recently purchased the store and grocery business of B. C. Turville, at the corner of Kains and Flora streets, St. Thomas, has closed the store at No. 41 St. Catharine st., and will in future conduct only one store.

John Shiers who for 25 years conducted a general store in Sandwich, is dead at the age of 65. Mr. Shiers was postmaster of the town and prominently associated with many of the town social and civic activities.

William M. Seltzer, of London, Ont., succumbed recently to pneumonia, following an attack of influenza, after a short illness. He was for twelve years a traveler for D. S. Perrin & Co.

After a brief illness from pneumonia, Mr. Maurice Haskin passed away at his home, 1526 Queen street west, Toronto, October 28. The late Mr. Haskin was in the grocery business and kept a store at the above address.

Frank H. Seager, Sarnia, Ont., who has had many years' experience in the grocery business with R. Kenny, R. Wanless & Co., and the S. C. Williams stores has branched out in business for himself and is opening an up-to-date store on Cromwell st., Sarnia.

Robt. Dowson has purchased the grocery and provision business, premises and dwelling of D. McLachlan, 801 Danforth ave., Toronto. Mr. Dawson was formerly in business at 234 Queen st. W., which he disposed of to J. Ranscombe. Mr. McLachlan succeeds John Fell, Broadview ave.

Otto D. Badke, of 83 Water st. N., Waterloo, died recently, following an attack of influenza and pneumonia. Deceased was in his 30th year. For many years he was employed as a clerk at Faber's grocery store on Weber st. He had a wide circle of friends who will mourn his death.

The news of the death of Pte. John Wood, son of Alexander Wood, Waubeek st., Parry Sound, came as a great shock to his many friends. Pte. Wood was home on his last leave a few weeks ago before joining the Can. Contingent for Siberia. He had for some years prior to his enlistment conducted the grocery and bakery business of Alex. Wood & Son.

Wm. R. Westlake, one of Whitby's young business men, died recently from pneumonia after a week's illness. He was in his twenty-ninth year and had opened a grocery business about a year ago. He was born in Whitby and was a son of the late Wm. Westlake. His widowed mother and one married sister survive.

A. J. Crock, 70 Lincoln Ave., London, a well-known grocer and ex-newspaper man

JOHN R. SIMPSON DEAD

After an illness of ten days' duration, John R. Simpson, assistant to the manager of Chase and Sanborn, coffee importers and roasters, Montreal, succumbed to pneumonia, preceded by an attack of Spanish influenza. His death occurred on October 24.

Mr. Simpson was 30 years of age. In 1905 he joined the staff of Chase and Sanborn and in various capacities served



THE LATE JOHN R. SIMPSON

with this firm. For some time past he was assistant to the manager, Mr. Anderson. Prior to this he was chief clerk for his company.

Mr. Simpson was well and favorably known to a wide circle of acquaintances in the trade, and his early demise will be generally regretted. He leaves, to mourn his loss, a wife and three children, Mrs. Simpson's maiden name being Lavinia Lawton. His father, the late Major William Simpson, was a well-known figure throughout the country.

died recently from influenza and pneumonia. He came here several years ago from Brantford and for some time was manager of the "Galt Reformer." He later entered the grocery business. A widow, one daughter, and one son, Sergt. Leonard Crock, of Toronto, a well-known hockey player, survive.

Western

Sam Schuler, grocer, Calgary, Alta., is selling out.

H. Greig, Lomond, Alta., is discontinuing business.

A. E. McLaughlin, general store, Hillsborough, is dead.

A. H. Young, baker and grocer, Islay, Alta., has suffered loss by fire.

M. Rodnunsky & Sam Simowitch, general store, Mundare, Alta., have dissolved partnership, M. Rodnunsky continuing the business.

DISPLAY CONTEST WINNERS

Many Prizes in the Carnation Milk Contest Secured by Canadian Grocers.

Some time ago the Carnation Milk Products Co. put on a window dressing competition, offering \$1,000 in prizes open to grocers in United States as well as Canada. A large number of Canadian grocers and clerks won prizes, the most successful winner in Canada being Edward Parr, of Saskatoon. ~~Saskatoon~~ received a \$100 prize. This was the first prize in division "B." Mr. Parr's son Harold, is probably one of the most successful window trimmers in Canada, having carried off a large number of prizes in his display career. He was formerly a member of the staff of the MacLean Publishing Company.

T. A. Peachy, of R. H. Williams & Sons, Regina, Sask., won second prize in class "C," getting a prize of \$25.00.

The complete list of Canadian winners and amount won follows:—

"A"		
Prize.	Name.	Town.
\$5.00—	Jas. Moffat,	Stellerton, N.S.
5.00—	Newcomb & Son,	Alvinston, Ont.
5.00—	A. Cole, Drummeller,	Alta.
5.00—	Ladder Lake Lumber Co., Ltd.,	(W. J. Crim), Big River, Sask.
"B"		
\$100.00—	Edward Parr,	Saskatoon, Sask.
5.00—	George A. Pickle,	Ft. William, Ont.
5.00—	McLean Grocery Co.,	Moose Jaw, Sask.
	(Harold Crone)	
5.00—	John McCorvie & Son,	Chatham, Ont.
5.00—	A. E. Sterling,	Chatham, Ont.
5.00—	White Grocery,	Moose Jaw, Sask.
5.00—	Hudson Bay Co.,	Lethbridge, Alta.
5.00—	Cassidy's Ltd. (W. T. Bishop),	Moose Jaw, Sask.
5.00—	Le Page Bros. & Co.,	Medicine Hat, Alta.
5.00—	F. Doctor,	Mose Jaw, Sask.
"C"		
\$25.00—	T. A. Peachy, c/o R. H. Williams & Sons,	Regina, Sask.
5.00—	H. E. Foster,	Calgary, Alta.
5.00—	C. Faut, c/o Regina Trading Co.,	Regina, Sask.
5.00—	J. B. McPherson, c/o McPherson Bros.,	St. John, N.B.
5.00—	A. S. Moreland,	Ottawa, Can.
5.00—	Duncan Bell & Co.,	Ottawa, Can.
5.00—	R. W. Janes,	London, Ont.
5.00—	A. G. Bain & Co.,	Hamilton, Ont.
5.00—	T. S. Mitchell,	Hamilton, Ont.
5.00—	Strachan & Bennett,	Toronto.
5.00—	A. J. Kemball,	Winnipeg.
5.00—	J. A. McDowell,	Winnipeg.
5.00—	A. Cope (c/o Frazer Viger Co.,	Montreal.
5.00—	James Stanley, c/o Stanley's Grocery,	Winnipeg.
5.00—	L. Krival,	Winnipeg.
5.00—	J. Smith,	Montreal.
5.00—	W. Atterbury, c/o Norwood Grocery,	Winnipeg, Can.
5.00—	D. Hamilton,	Montreal, Que.
5.00—	J. M. R. Gougeon,	Montreal, Que.

TORONTO MAN MEMBER OF CANADIAN WAR MISSION.

J. Allen Ross, of Toronto recently went to Washington as a member of the Canadian War Mission, of which Lloyd Harris of Brantford is the chairman. In the absence of a Canadian embassy, the Canadian War Mission represents the Canadian Government in its relations and negotiations with the various departments of the United States Government. Mr. Ross has been campaigning since the beginning of the war. He has for ten years been the head of the Canadian Wrigley Company, and has now completely given up his business duties in Canada for the duration of the war to devote all of his energies to Canada's needs in Washington.

WEEKLY GROCERY MARKET REPORTS

Statements From Buying Centres

THE MARKETS AT A GLANCE

INTEREST centres chiefly in the announcement from Washington that an embargo on the export of virtually all dried fruits has been put into effect. This is a serious matter for the trade here, and whereas some importers feel that modification of this embargo may develop in a short time, others again feel that this step was only taken after a complete survey of the probable crop was stacked up against the requirements of the new army and navy being recruited.

Prunes and raisins are the two big lines affected, though the trade was pretty well resigned to the fact that very small allotments, if any, prunes would come through owing to severe crop damage coming on top of heavy Government requirements. The same conditions are now affecting raisins, rains doing considerable damage to the later crops, and army needs proving very heavy.

Coffee is also occupying the thoughts of importers considerably. The Brazilian market has developed remarkable strength only recently. This is not due to scarcity of this commodity, but rather to the possibility of an early peace with probable opportunities for trade with belligerent countries whose supplies must be practically exhausted. Supplies in Canada are none too heavy, though no actual shortage before the first of the year seems likely to develop. At that time, scarcity of bottoms to bring shipments through promptly may result in an acute scarcity arising. The outlook seems to be too that prices will show a sharp advance, unless Brazilian interests show a change of heart from their present attitude—an unlikely development.

MONTREAL—Advances have been made for Canadian mustard, filberts, linseed meal, celery seed, lemons, oranges, grapefruit, coffee, etc.

Declines are made in the price of Canadian chicory and clams.

Japan teas are scarce and firm. Canned goods are steady, and the sugar situation is without change, but very firm.

The sickness that has been raging is now abating, it is thought, and this will be a big relief, for not only have staffs been depleted, but the general effect on business has been severe.

The dried fruit outlook is anything but encouraging, and the markets are likely to advance.

TORONTO—A stiffening of prices on raisins is noticeable, and prunes are also firming up materially. This condition hinges on the announcement of an embargo on the export of all dried fruits from the United States, with the consequent shortage which must develop and is even now noticeable in some grades and sizes.

Grenoble walnuts and Brazil nuts have reached extremely high levels on the New York market, which will more than likely be reflected here. On the present basis these lines are selling locally from four to seven cents lower than the present cost to import. All lines of nuts are very firm, and sales have been maintained at a very satisfactory total for the month.

Orders for mustard have kept manufacturers extremely busy taking care of the trade on this line. The epidemic of sickness is mainly responsible for this. White pepper is very strong, though blacks show little change. Other lines of spices are very firm, cloves and nutmegs being extremely scarce and hard to get, with demand generally very satisfactory.

The sugar situation is without material change. Improved shipments are reported by a couple of refiners, while others are out of the market altogether, or materially restricted through shortage of raws to operate on or scarcity of labor to obtain satisfactory production.

WINNIPEG—Candy manufacturers are very hard pressed to secure sufficient materials to take care of business offering. The demand for all lines is good, and prices, though firm, are generally steady. No change in allotments of sugar is looked for before the end of the year.

Apples seem to be the centre of interest in the fruit trade. A wide range of both Ontario and B.C. stock is being shown, of good quality, and at what are considered reasonable prices.

Oranges and lemons are almost out of sight, prices at United States points and Canadian points reaching record levels during the past couple of weeks. The new navel crop is expected about the end of November. Grapefruit is coming along in ample quantities to take care of the demand, which is very good.

Dealers are experiencing difficulty in obtaining sugar. Beet sugar refiners in the east are expected to relieve matters soon when operations are in full swing. Consuming demand is still insistent, although the preserving season is over.

QUEBEC MARKETS

MONTREAL, Oct. 30.—Grocery markets are firm and the amount of business passing is steady and better than it was last week. The difficulty of getting supplies is the biggest problem and all are hoping for relief which cannot be anticipated this year.

Mustard Up To 25c; Linseed Meal Up

Montreal.

LINSEED MEAL AND MUSTARD.—Advances are made for mustards. The advance for loose mustard is 5c per pound to 25c and 10c advance per dozen on quarter pounds is made, quotations being \$1 at present. Four pound jars are now \$1.25. Linseed meal is quoted at 14c, this being an advance of 2c per pound.

Chicory Lower; Clams Down, Too

Montreal.

CLAMS, CHICORY.—One jobber reports lower prices for clams. The present price on No. 1 is quoted at \$2.10, the decline being 15c. Canadian grown chicory is quoted down, the price being 30c per pound, and this showing a reduction in this quarter of 10c per pound.

Sugar Prices Hold; No Improvement

Montreal.

SUGAR.—Litt'e new has developed in the refined sugar markets. The scarcity of raws has become accentuated, if anything, and refiners are unable to operate on anything like full time. One refiner reports the arrival of about 1,500 tons of raws, but stated that they would not begin to operate until more had arrived. Another stated that he thought the scarcity would be worse before it was better. No price changes have been made.

	100 lbs.
Atlantic Sugar Company, extra granulated sugars, 100 lbs.	9 50
Acadia Sugar Refinery, extra granulated St. Lawrence Sugar Refinery	9 50
Canada Sugar Refinery	8 75
D-minion Sugar Co., Ltd., crystal granulated	9 50
Special icing, barrels	9 30-9 40
Icing (25-lb. boxes)	9 60-9 80
Icing (50-lb. boxes)	9 50-9 60
Diamond icing	9 10
Yellow, No. 1	8 90-920
Yellow, No. 2 (Golden)	8 70-9 00
Yellow, No. 3	8 60-8 90
Powdered, barrels	9 20-9 30
Paris lumps, barrels	9 85-10 20
Paris lumps (50-lb. boxes)	9 65
Paris lumps (25-lb. boxes)	9 85
Crystal diamonds, barrels	10 25
Crystal diamonds (boxes 100 lbs.)	10 50
Cut loaf (50-lb. boxes)	10 50-10 60
Cut loaf (25-lb. boxes)	10 70-10 80

Canned Goods Active; Market Holds

Montreal.

CANNED GOODS.—Little new has developed. Prices have held throughout the week on the recent changes made,

and deliveries are improving from the packers. There is still some difficulty in getting supplies moved, the transportation companies having their hands full. Altogether there is a good outlook for trading.

Salmon Sockeye—	
“Clover Leaf,” ½-lb. flats.	2 45
Sovereign, 1-lb. flats.	4 50
Do., ½-lb. flats	2 30
1 lb. flats	4 62½
1 lb. talls, cases 4 doz., per doz.	4 50
½ flats, cases 8 doz., per doz.	1 50
Chums, 1-lb. talls	2 25
Do., ½s, flat	1 20
Pinks, 1-lb. talls	2 60
Cohoos, 1-lb. talls	3 40
Red Springs, 1-lb. talls	2 70
Red Springs, ½ lb.	2 10
Salmon, Gaspe, Niobe Brand (case of 4 doz.), per doz.	2 25
Canadian sardines (case)	6 75
Norwegian sardines, per case of 100 “¼s”	20 00
Lobsters, ½-lb. tins, doz.	3 60

Canned Vegetables and Fruits—	
Asparagus (Amer.) mammoth green, doz.	4 00
Tomatoes, 1s	0 95
Tomatoes, 3s	2 00
Tomatoes, U.S. pack, 2s	1 40
Tomatoes, 2½s	1 90
Tomatoes, Canadian pack, 2 lb.	2 10
Tomatoes, gallons	7 00
Peas, standards	1 45
Peas, early June	1 57½
Peas, extra fine, 2s	2 35
Do., fancy, 20 oz.	1 57½
Peas, Morens Ex fine	2 25
Beans, golden wax	1 95
Beans, Refugee	1 95
Do., old pack	1 80
Do., new pack	2 00
Corn, 2s, doz.	2 00
Spinach (U.S.), 3s	3 00
Do., (U.S.), gallons	10 00
Corn (on cob, gal. cans), doz.	7 80
Red raspberries, 2s	4 17½
Simcoes	2 75
Red cherries, 2s	2 60
Strawberries, 2s	3 00
Strawberries, 1918 pack (2s) ..	4 00
Red raspberries, 2s	3 17½
Rhubarb, 2½s	2 60
Blueberries, 2s, doz.	1 85
Blueberries, gallons	7 00
Pumpkins, 2½s	1 60
Pumpkins, 3s	1 75
Pumpkins (gallon), doz.	6 00
Potatoes, Can. Sweet, 2½-lb. tins ..	2 10
Potatoes, Cal. Sweet, 2-lb. tins ..	2 75
Carrots, sliced, 2s	1 45
Apples (gallons)	5 00
Peaches, 2s (heavy syrup)	2 00
Peaches, standard grade, 2½ lb.	3 60
Peaches, gallon pie (peeled) ..	7 60
Peaches, 2s (heavy syrup)	2 00
Pears, No. 2	2 75
Pears, gallon (pie peeled)	7 00
Pineapples, 1½s	2 25
Pineapples, 2s	3 10
Pineapples (grated), 2s	2 90
Greengage plums (light syrup), No. 2	2 25
Lombard plums (heavy syrup), 2s	1 70

Syrups Active; Glucose Prices

Montreal.

MOLASSES, SYRUPS.—Activity in the markets has served to maintain prices for corn and cane syrups on a steady and unchanged basis. Orders are so numerous that makers state they are away behind and are compelled to defer shipments. Glucose is being offered to the trade this week at \$4.80 per case of one dozen 5 lb. tins. Molasses is moving freely and the prices are maintained on a steady but unchanged basis.

Corn Syrup—	
Barrels, about 700 lbs.	0 07¼
Half bbls.	0 07½
Kegs	0 07¾
2-lb. tins, 2 doz. in case, case.	4 80

5-lb. tins, 1 doz. in case, case.	5 40
10-lb. tins, ½ doz. in case, case.	5 10
20-lb. tins, ¼ doz. in case, case.	5 05
2-gal. 25-lb. pails, each.	2 25
3-gal. 38½-lb. pails, each	3 40
5-gal. 65-lb. pails, each.	5 50
White Corn Syrup—	
2-lb. tins, 2 doz. in case, case.	5 30
5-lb. tins, 1 doz. in case, case.	5 90
10-lb. tins, ½ doz. in case, case.	5 60
20-lb. tins, ¼ doz. in case, case.	5 55
Cane Syrup (Crystal) Diamond—	
2-lb. tins, 2 doz. in case, per case.	7 00
Barrels, per 100 lbs.	9 75
Half barrels, per 100 lbs.	10 00
Glucose, 5-lb. cans (case)	4 80

	Island of Montreal
Barbadoes Molasses—	
Puncheons	1 13
Barreles	1 16
Half barrels	1 18
For outside territories prices range about 3c lower.	

Carload lots of 20 puncheons or its equivalent in barrel or half barrels to one buyer, may be sold at “open prices.” No discounts will be given.

Tapioca Rules High; Rice Holds Steady

Montreal.

RICE AND TAPIOCA.—Markets on tapioca are steady and incline to higher levels. Some are still selling at 14c per pound, but with imports temporarily held up it is probable that advances will be made. Rice holds unchanged. It is reported from some quarters that the demand has not yet increased as it usually does.

Rice, fancy, per 100 lbs.	9 75	10 25
Ice Drips—Japan		11 25
Carolina	12 50	15 00
“Texas”		9 50
Siam, No. 2	9 50	9 75
Siam (fancy)	10 25	11 00
Rangeon “B”	9 25	9 50
Rangeon CC	9 10	9 50
Mandarin		10 00
Special pickling		9 50
Tapioca, per lb. (seed)	0 14½	0 16
Tapioca (Pearl)	0 14	0 16

Barcelona Filberts 25c; Nut Markets High

Montreal.

NUTS.—Barcelona filberts advanced to 24c to 25c this week. It is expected that, with dried fruit import cut down so materially, the use of nuts will increase. There has been a great deal of movement in recent weeks and this has caused the absorption of much stock. No price changes have been made during the week but it is generally conceded that markets will rule firm and high.

Almonds (Tara), per lb.	0 27	0 30
Almonds (shelled)		0 55
Almonds (Jordan)		0 70
Almonds, Valencia, shelled	0 48	0 55
Almonds, soft shelled Tarragonas ..	0 22½	0 23½
Brazil nuts (new)	0 20	0 25
Brazil nuts (med.)	0 15	0 17
Filberts (Sicily), per lb.	0 20	0 24
Brazilian in bags		0 26
Filberts, Barcelona	0 24	0 25
Hickory nuts (large and small), lb.	0 10	0 15
Peanuts (roasted)—		
Bon Tons		0 25
Jumbo	0 25	0 26
Fancys, per lb.	0 24	0 25
Extras, per lb.	0 19	0 20
Shelled, No. 1 Spanish	0 18½	0 19
Shelled, No. 1 Virginia	0 19½	0 20½
Do., No. 2		0 14
Peanuts (salted)—		
Fancy wholes, per lb.		0 40
Fancy splits, per lb.		0 35
Salted Spanish, per lb.	0 25	0 27
Pecans (new Jumbo), per lb.	0 28	0 32
Pecans, large, No. 2, polished		0 28
Pecans, New Orleans, No. 2	0 21	0 24
Pecans “paper shell,” extra large Jumbo		0 60
Walnuts (Grenoble)	0 20	0 29
Walnuts (new Naples)	0 16	0 18

Walnuts (shelled)	0 85	0 95
Walnuts (Spanish)	0 30	0 33
Note—Jobbers sometimes make an added charge to above prices for broken lots.		

Dried Fruits

To Be Scarce

Montreal.

DRIED FRUITS.—Markets are decidedly firm. There is little doubt but that prices will steadily advance in the face of recent embargoes emplaced against supplies destined for Canada from the United States. In a general sense, it is indicated that markets are already quite bare of supplies. The trade is taking stock of available supplies and the careful apportionment of stocks will be exercised to secure best possible distribution. The outlook is very unpromising and the latest advices indicate that no figs of any grade will be allowed in.

Apricots—		
Choice	0 26	0 28
Slabs		0 24½
Fancy		0 30
Apples (evaporated)	0 18	0 20
Peaches (fancy)	0 21	0 23
Faced		0 19
Choice	0 20	0 21
Extra choice	0 21	0 22
12 oz., per pkg.		0 16
Pears		0 18½
Drained Peels (old)—		
Citron		0 46
Lemon		0 40
Orange		0 41
Drained Peels (new)—		
Lemon	0 40	0 41
Orange	0 42	0 43
Citron	0 47	0 48
Raisins—		
Malaga, table box of 22 lbs., 3-crown cluster, \$3.25-\$4.00; 4-crown cluster, \$5.00; 5-crown cluster, \$6.00.		
Muscatsels, loose, 2-crown	0 10½	0 11½
Muscatsels, loose, 3-crown, lb.		0 12½
Cal. Seedless, 15 oz.		0 15½
Cal. seedless, loose	0 14½	0 16½
Fancy seeded, 16 oz. pkgs.		0 14
Choice seeded, 16 oz. pkgs.		0 13
Valencias, selected		0 11½
Valencias, 4-crown layers		0 11½
Currents, old	0 24	0 29
Cartons		0 32
80 lb. Ainslie		0 28
12 oz.		0 26
Do., new		0 32
Dates, Excelsior, per case	6 84	7 02
Do., Dromedary		7 92
Packages only, Excelsior		0 20
Packages only	0 19	0 20
Do., Dromedary		0 22
Figs (new), 100 to case		11 00
Figs (layer), 10-lb. boxes	1 90	2 75
Figs, Spanish (mats)		0 12
Figs, Portuguese (mats)		0 13
Figs, Fancy Cal. White (Choice)—		
Pkgs. 16 oz. (10 pkgs.)		1 75
Pkgs. 10 oz. (12 pkgs.)		1 45
Pkgs. 8 oz. (20 pkgs.)	2 00	2 60
Pkgs. 6 oz. (50 pkgs.)	3 60	4 75
Pkgs. 4 oz. (70 pkgs.)	3 70	5 00
Muscatsels, 4-crown, lb.		0 13
Prunes—		
California, 40-50s		0 19
50-lb. boxes, 80-90s		0 14½
20-100s		0 13
20-30s		0 25
30-40s		0 20
25-lb. cases, 50-60s		0 18
60-70s		0 17
70-80s	0 15	0 16
80-90s	0 14	0 15
90-100s	0 13	0 13½
Oregon, 30-40s		0 15½
40-50s		0 15½
50-60s		0 12½

Beans To Decline;

Perhaps Peas, Too

Montreal.

BEANS. PEAS.—The probability is that the bean markets will be lower. Demand has been seasonably fair to date, and the reports from producing points are encouraging enough to sug-

gest lower prices obtaining in the near future. Split peas are selling on a favorable basis, and, as with beans, there may be further declines. At present the situation is easy on both lines, but no changes are made.

Beans—

Canadian, hand-picked, bush...	7 20	8 10
Ontario, new crop, 3 to 4 lbs.	8 00	9 00
British Columbia		9 00
Brown Beans		7 50
Canadian, 4-5 lb. pickers	7 75	8 00
Japanese	8 00	8 40
Yellow Eyes	8 00	8 50
Rangoon beans, per bushel ..	7 00	7 50
Lima, per lb.	0 19	0 20
Kidney beans	8 00	8 50
Peas, white soup, per bushel ..	4 25	4 50
Peas, split, new crop, bag 98 lbs.	8 25	10 50
Harvey (pot), per bag 98 lbs....		6 50
Barley, pearl, per bag 98 lbs.	7 50	8 25

Tea Markets Steady;

Japans Scarce

Montreal.

TEAS.—Markets are without change and the undertone continues firm and steady. It is apparent that Japans will continue to be scarce, and all indications point to a firm maintenance of the market. The season has not yet fully developed with regard to distribution, but some nice business has been taken care of already by the jobbers.

Ceylon and Indias—

Pekoe, Souchongs, per lb.	0 47	0 49
Pekoes, per lb.	0 51	0 54
Orange Pekoes	0 55	0 57

Japan Teas—

Choice	0 65	0 70
Early Picking	0 53	0 58

Javas—

Pekoes	0 41	0 43
Broken Orange Pekoes	0 43	0 45
Orange Pekoes	0 46	0 49

Inferior grades of broken teas may be had from jobbers on request at favorable prices.

Coffee Has Advanced

One to Four Cents

Montreal.

COFFEE.—The coffee markets are higher this week, and this is a direct result of the involved situation in Brazil, reference to which appears in a special article elsewhere in the present issue. The situation is a most interesting one.

Coffee, Roasted—

Bogotas, lb.	0 32	0 35
Jamaica, lb.	0 25	0 29
Java, lb.	0 39	0 42
Maracaibo, lb.	0 28½	0 31
Mocha, grades	0 34	0 38
Mexican, lb.	0 27	0 30
Rio, lb.	0 24	0 28
Santos, Bourbon, lb.	0 28	0 31
Santos, lb.	0 28	0 31

Cocoa—

Bulk cocoa (sweet)	0 25	0 30
--------------------------	------	------

Maple Products Firm;

So is Honey

Montreal.

MAPLE PRODUCTS, HONEY.—The position on maple sugar and syrup is a decidedly firm one. Much of the supply of sugar is being shipped overseas from time to time to the Canadian boys in the trenches and to the Red Cross there. The home market has to content itself with limited supplies and the product is firm and high. Honey is moving well. There is not a great deal of clover grade to be had and the outlook is for a continued firm market. Both this and the darker grades are firm and high. Sup-

plies are in active demand in a large way.

Maple Syrup—

10-lb. cans, 6 in case, per case.....	\$15 10
5-lb. cans, 12 in case, per case.....	17 10
2½-lb. cans, 24 in case, per case.....	18 50

Honey, Clover—

Comb (fancy)	0 30
Comb (No. 1)	0 28
In tins, 60 lbs.	0 26
30-lb. pails	0 27
10-lb. pails	0 28
5-lb. pails	0 28
Honey—Buckwheat, tins or bbls.	0 23

Celery Seed Up;

Peppers Hold High

Montreal.

SPICES.—Celery seed has advanced, and even then the sellers are not anxious to abide by a fixed price. Peppers, too, are high and firm, with the outlook for higher prices ere long. Mustard seed is firm and may be higher also.

	5 and 10-lb. boxes	
Allspice	0 20	0 22
Cassia (pure)	0 35	0 37
Cloves	0 75	0 77
Cream of tartar	0 95	1 00
Ginger	0 30	0 40
Ginger (Cochin or Jamaica) ..		0 30
Mace	0 80	1 00
Mixed spice	0 30	0 32
Nutmegs	0 45	0 50
Pepper, black	0 42	0 45
Pepper, white	0 48	0 50
Pepper (Cayenne)	0 35	0 37
Pickling spice	0 25	0 27
Paprika	0 65	0 70
Turmeric	0 28	0 30
Tartaric acid, per lb. (crystals or powdered)		1 30
Cardamom seed, per lb., bulk....		2 00
Carraway, Dutch, nominal	0 80	0 90
Cinnamon, China, lb.		0 30
Cinnamon, per lb.		0 35
Mustard seed, bulk.	0 35	0 40
Celery seed, bulk (nominal)	0 85	0 90
Shredded coconut, in pails....	0 21	0 25
Pimento, whole	0 20	0 22

For spices packed in cartons add 3½ cents a lb. and for spices packed in tin containers add 10 cents per lb.

Oranges Reach \$18.00;

Few Available

Montreal.

FRUITS.—Oranges have reached record levels and there are few available. Peaches and plums are practically off the market, and there are no melons to be had. Grapes are plentiful in Tokay variety, while others are getting scarcer. Altogether there is a very high price basis for lemons, oranges and most fruits, with a steady demand. Apples are steady and high, supplies ample, and trade good.

Apples—

No. 1 Alexanders, bbl.	5 50	6 00
No. 2 Alexanders, bbl.		5 00
St. Lawrence (in bbls.), No. 1.		7 00
Do., No. 2		5 00
Wealthy (in bbls.), No. 1		7 00
Do., No. 2		5 50
Greenings		6 50
McIntosh Reds		6 50
Gravensteins, No. 1	5 00	6 00
Do., No. 2		5 50
Fameuse, No. 1		7 50
Do., No. 2		6 50
Bananas (fancy large), bunch....	4 00	4 50
Grapes (California fancy), 4 bask.		5 00

Grapes—

Tokays		
Malagas		2 50
Grapefruit (fancy Jamaica) ..		10 00
80, 96, 112		6 00
Lemons (fancy new Messina)	9 00	13 00
Oranges, Valencia lates	16 00	18 00
Plums (Cal.), crates		3 00
Pears, Cal., eating, small box....		4 00
Pears, basket (11-qt.)		1 25
Do., Bartlett	4 00	5 00
Do., basket		1 25

Boston Lettuce \$1.25; Potatoes \$1.90

Montreal.

VEGETABLES.—The quantities of Montreal and Quebec potatoes received are large, and the price rules around \$1.90 per bag. Some have sold down as low as \$1.75. New Brunswick variety are selling at \$2 to \$2.25 per bag. Boston lettuce has arrived and is selling at \$1.25 per dozen. The Montreal head variety is about finished. Celery in crates is selling at \$6, crates containing from six to seven dozen heads. The price per dozen is \$1. Cranberries are active. Cucumbers are off the market excepting what few hothouse varieties are imported from Boston. Horseradish is selling at 20c per pound.

Beans, new string (American) basket	2 50	
Beets, new, bag	0 75	1 00
Cauliflower (Montreal), doz	2 00	2 50
Corn (sweet), doz.	0 25	0 35
Cabbage (Montreal), doz.	0 50	1 00
Carrots, bag	0 85	1 00
Citron		2 00
Celery (Montreal), doz.		1 00
Do., crates (6-7 doz.)		6 00
Cauliflower (Montreal), doz.		3 00
Cranberries, bbl.		12 50
Egg plant, doz.	1 00	2 00
Gherkins, box		3 00
Horseradish, lb.		0 20
Lettuce, curly (doz.)	0 40	0 50
Lettuce, Boston, doz.		1 25
Leeks	1 00	1 50
Mint		0 20
Mushrooms, lb.		0 90
Onion, spring doz.		0 25
Onions, Can., bag (70 lbs.)		2 00
No. 1 Yellow (70 lbs.)		2 50
No. 1, Red (70 lbs.), crate		2 50
Oyster Plant		0 50
Parasnis, new, bag		1 50
Parasnis, new, doz. bunches		1 00
Parsley (Canadian)		0 20
Potatoes, Montreal new (90-lb. bag)	1 75	1 90
Potatoes (New Brunswick), bag.	2 00	2 25
Potatoes (sweet), hamper		2 25
Pumpkins (doz.)		2 00
Romane		0 50
Rhubarb, doz.	0 25	0 35
Spinach, box		0 75
Squash (Huber), doz.		2 50
Turnips, new, per bag		1 00
Tomatoes (hothouse), lb.		0 25
Do., Red, per box		1 25
Tomatoes, Montreal (box)		2 00
Do., Rose		2 00
Vegetable Marrow (doz.)		1 00
Watercress (Can.)		0 40

Corn Products Easier; Oat Lines Firmer

Montreal.

CEREALS.—The markets for various corn products have ruled somewhat easier and slight adjustments of price are made. There is still quite a variety of quotations, and the bid for business is keen, millers chasing actively for all the business that is offering. A feature of the week has been a greater demand for substitutes, for the government's order regarding the quantities of substitute flours that must be taken now with standard flours has caused a greater demand on millers' stocks. Rolled oats have been in active demand, and some are already oversold. It is expected that the markets will rule firmly owing to the lack of supplies as compared with the heavy demand.

Self-raising flour—		
8-lb. pkgs., doz.	2 90	
6-lb. pkgs., doz.	5 70	
Cornmeal, Pure Gold	6 00	6 25

Cornmeal	6 40	6 75
Cornmeal (bolted)		4 65
Barley, pearl	6 25	7 30
Barley, pot, 98 lbs.	4 75	5 30
Barley (roasted)		7 50
Barley flour, 98 lbs.	5 25	4 75
Buckwheat flour, 98 lbs.		9 50
Cornflour, white (2 bags)	10 20	
Do., bags		6 75
Cornflour (standard), (2 bags)		9 20
Do., bags	5 00	5 50
Rice flour	8 75	9 00
Oat flour (2 bags)	12 10	
Do., bags		5 75
Hominy grits, 98 lbs.	6 75	8 00
Hominy, pearl, 98 lbs.	7 50	8 00
Graham flour	5 80	6 75
Oatmeal (standard-granulated and fine)	5 35	6 50
Peas, Canadian, boiling, bush	4 95	5 50
Split peas		8 25
Rolled oats, 90-lb. bags		5 15
Rolled oats (family pack.), case	5 40	5 60
Oatmeal (packages) fine cut		5 70
Rolled oats (small size), case	2 00	2 05
Rolled wheat (100-lb. bbls.)	6 75	8 00
Rye flour (Can.), 98 lbs.	6 05	7 00
Do. (American), 98 lbs.		6 85
Tapioca flour, lb.		0 15

ONTARIO MARKETS

TORONTO, October 30.—Higher prices on raisins and a general stiffening of quotations on all dried fruits is noticeable following announcement of embargo by United States Government on all shipments. Jelly powders are higher and another line of cleaner has advanced. A firmer tone is apparent in tapioca, which is up ½c in some quarters. Business generally has been affected rather seriously by epidemic of sickness which prevails throughout the country.

Shipments Better, Sugar Still Scarce

Toronto.

SUGAR.—At least two refiners report increased shipments for the week, and as every carload helps out the situation to that extent, this will be rather welcome news to the trade as a whole. However, the situation is by no means easy and sugar which comes to hand is readily absorbed. The scarcity of labor is still a factor which is entering into the situation to a very serious extent. This is affecting refiners particularly, although the entire trade is feeling the effects. Prices have shown no change and it is not expected any immediate variation will be effected.

Atlantic, extra granulated	9 79
St. Lawrence, extra granulated	9 79
Acadia Sugar Refinery, extra granulated	9 79
Can. Sugar Refinery, extra granulated	9 04
Dom. Sugar Refinery, extra granulated	9 79
Canada Sugar differentials: 50-lb. sacks, 10c over 100-lb. 20-lb. gunnies, 25c advance; 10-lb. gunnies, 40c advance; 5-lb. cartons, 50c advance; 2-lb. cartons, 60c advance. St. Lawrence differentials: In 25-lb. gunnies, 25c over 100 lb.; 20-lb. gunnies, 40c advance; 10-lb. gunnies, 50c advance; 5-lb. gunnies, 60c advance; 5-lb. cartons, 60c advance; 2-lb. cartons, 70c advance. Atlantic differentials: 20-lb. bags, 40c advance over 100 lb.; 10-lb. gunnies, 50c advance; 5-lb. cartons, 50c advance; 2-lb. cartons, 70c advance. Acadia sugar differentials: 20-lb. bags, 35c advance over	

Flour Prices Lower; Feed Delivery Less

Montreal.

FLOUR.—Due to the lower charges made millers for jute bags, the price of standard flour has declined slightly. The quotations to bakers and to the trade are down 10c and a new arrangement is made for mixed car lots and for delivery. Oat and barley feeds are up somewhat, and the charge for delivering shorts and bran to the trade is now \$1 per ton instead of \$2 as formerly.

War Standard, Graham and Whole Wheat Flours—	
Mixed car lots on track	11 40
Straight car lots on track (minimum 50,000 lbs. on track)	11 30
Add 10c for delivery for car lots.	
Add 20c for delivery for small lots.	
Bran, per ton, car lots on track	37 25
Shorts, car lots on track	42 25
Crushed oats	61 00
Barley meal	58 00
Barley chop	58 00
Gluten feed (23% protein)—	
F.O.B. Cardinal	62 00
F.O.B. Ft. William	60 00
Feed oats, per bushel	1 05
Shorts and bran delivered in Montreal	\$1.00 per ton extra.

100 lbs.; 10-lb. gunnies, 45c advance; 5-lb. cartons, 45c advance; 2-lb. cartons, 50c advance. Barrels of granulated and yellow may be had at 5c over above prices, which are for bags. Fancy sugars make a corresponding increase when put up in small packages. No. 1 yellow is 30 to 40c per 100 lbs. under granulated. No. 2 yellow is 10 to 20c per 100 lbs. under No. 1 yellow, and No. 3 yellow 20c to 30c less than No. 1.

Jelly Powders Go Up; Cleaner Too

Toronto.

JELLY POWDERS, CLEANER.—Higher prices have been named on Jello powders and quotations which are now being named to the trade are at \$1.25 per dozen. This is in line with advances made on other makes during the past week or two. A change has also been made in the price of Sani-Flush, this now being quoted to the trade at \$3.20 per dozen.

Molasses Very Steady; Syrups Sell

Toronto.

MOLASSES, SYRUPS.—The situation on molasses is very firm, but shows no change during the week. Supplies are fair and the requirements of the trade are being largely taken care of. Syrups are moving forward quite freely, the market on corn syrups being steady and unchanged with other lines reporting similar conditions.

Corn Syrups—	
Barrels, Crown or Bee Hive, per lb.	0 07½
Cases, 2-lb. tins, Crown or Bee Hive, 2 doz. in case	4 80
Cases, 5-lb. tins, Crown or Bee Hive, 1 doz. in case	5 40
Cases, 10-lb. tins, Crown or Bee Hive, ½ doz. in case	5 10
Cases, 2-lb. tins, Lily White or White Clover, 2 doz. in case	5 30
Cases, 5-lb. tins, Lily White or White Clover, 1 doz. in case	5 90

Cases, 10-lb. tins, Lily White or White Clover, ½ doz. in case	5 60
Half barrels, ¼ c over bbls.: ¼ bbls., ½ c over bbls.	

Cane Syrups—	
Barrels and half barrels, lb....	0 07½ 0 08
Cases, 2-lb. tins, 2 doz. in case	7 00

Molasses—	
Fancy, Barbadoes, barrels	1 05 1 10
Choice Barbadoes, barrels	0 95 1 00
West India, ½ bbls., gal.	0 56
West India, No. 10, kegs	6 50
West India, No. 5, kegs	3 25
Tins, 2-lb., table grade, case 2 doz., Barbadoes	4 90
Tins, 3-lb. table grade, case 2 doz., Barbadoes	6 75
Tins, 5-lb., 1 doz. to case, Barbadoes	5 30
Tins, 10-lb., ½ doz. to case, Barbadoes	5 20
Tins, 2-lb., baking grade, case 2 doz.	5 50
Tins, 3-lb., baking grade, case of 2 doz.	7 40
Tins, 5-lb., baking grade, case of 1 doz.	
Tins, 10-lb., baking grade, case of ½ doz.	
West Indies, 1½, 48s	6 95

Jams To Sell?

All Lines Steady

Toronto.

CANNED GOODS.—Whether the embargo which has been placed on dried fruits will have a tendency to throw the demand over on to canned goods and jams is as yet unknown. However, the feeling prevails that if this embargo holds, as conditions seem to indicate that it will, there should be heavy sales of jams by the retail trade. The situation generally in canned goods is unchanged. Sales are very good and prices are holding at levels recently announced.

Salmon—	
Soekeye, 1s. doz.	4 00 4 50
Soekeye, ½s. doz.	2 40 2 50
Alaska reds, 1s. doz.	3 75 3 85
Chums, 1-lb. talls	2 35 2 60
Do., ½s. doz.	1 85 1 45
Pinks, 1-lb. talls	2 25 2 60
Do., ½s. doz.	1 35 1 50
Cohoos, ½-lb. tins	1 85 1 90
Cohoos, 1-lb. tins	3 45 3 75
Red springs, 1-lb. talls	3 65 3 95
White springs, 1s. dozen	2 30 2 35
Lobsters, ½-lb., doz.	3 75
Pitchards, 1-lb. talls, doz.	2 15

Canned Vegetables—	
Beets, 2s	1 90 2 30
Tomatoes, 2½s	1 80 2 10
Peas, standard	1 55 1 95
Peas, early June	1 67½ 2 25
Beans, golden wax, doz.	2 00 2 10
Asparagus tips, doz.	3 42½ 3 45
Asparagus butts	2 00 2 02½
Corn, 2s, doz.	2 20 2 60
Pumpkins, 2½s	1 80 2 00
Spinach, 2s, doz.	1 90
Do., 2½s, doz.	2 52½ 2 55
Do., 10s, doz.	7 55 7 57½
Succotash, 2s, doz.	2 30 2 35
Pineapples, sliced, 2s, doz.	3 20 3 50
Do., shredded, 2s, doz.	3 00 3 02½

Rhubarb, preserved, 2s, doz.	2 07½ 2 10
Do., preserved, 2½s, doz.	2 65 2 67½
Do., standard, 10s, doz.	4 50 4 52½
Cherries, 2s	2 75 2 90
Peaches, 2s	2 87½ 2 87½
Pears, 2s	2 87½ 2 87½
Plums, Lombard, 2s	1 97½ 2 22½
Plums, Green Gage	2 17½ 2 37½
Raspberries, 2s, H.S.	4 50
Strawberries, 2s, H.S.	4 50
Blueberries, 2s	2 10 2 35
Preserved Fruits, Pint Sealers—	
Peaches, pint sealers, doz.	3 40 3 45

Jams—	
Apricot, 4s, each	0 84
Black currants, 16 oz., doz.	3 40 3 90
Do., 4s, each	0 98
Gooseberry, 4s, each	0 84
Peach, 4s, each	0 82
Red currants, 16 oz., doz.	3 45
Raspberries, 16 oz., doz.	3 40 4 25
Do., 4s, each	0 98 1 10
Strawberries, 16 oz., doz.	3 90 4 25
Do., 4s, each	1 08 1 10

Dried Fruits On Embargo List; Firmer

Toronto.

DRIED FRUITS.—An absolute embargo on all dried fruits is the unwelcome greeting for the trade this week. This will be a serious loss to the trade as a whole, the only lines which will be allowed to come in being evaporated apples, lemon, orange and citron peel. The outlook is by no means a bright one, and the opinions of the various men in the trade appear elsewhere in a special article. A general stiffening of prices is evident and this will probably extend to all lines.

Apples, evaporated, Ontario	0 18 0 20
Do., do., New	0 16½
Apricots, unpitted	0 16½
Do., fancy, 25s	0 30
Do., choice, 25s	0 27
Do., standard, 25s	0 24 0 26
Candied Peels, American—	
Lemon	0 43½
Orange	0 45½
Citron	0 53
Currants—	
Grecian, per lb.	0 26 0 28
Australians, lb.	0 30 0 35
Dates—	
Excelstor, kgs., 3 doz. in case	6 50 6 75
Dromedary dates, 3 doz. in case	7 50 7 75
Figs—	
Tans. lb.	
Malagas, lb.	
Comadre figs mats, lb.	0 13 0 14
Cal., 4 oz. pkgs., 70s, case	5 00
Cal., 8 oz., 20s-24s, case	3 00 3 50
Prunes—	
30-40s, per lb.	0 18
40-50s, per lb.	0 16½ 0 19
50-60s, per lb.	0 15 0 16½
60-70s, per lb.	0 15½
70-80s, per lb.	0 14½
80-90s, per lb.	0 13½
90-100s, per lb.	0 12½
100-120s	0 10½
Peaches—	
Standard, 25-lb. box	0 15½ 0 17
Choice, 25-lb. boxes	0 18½ 0 19
Fancy, 25-lb. boxes	0 22
Practically peeled, 25-lb. boxes	0 22
Extra fancy	0 23
Raisins—	
California bleached, lb.	
Valencia, Cal.	
Valencia, Spanish	
Seeded, fancy, 1-lb. packets	
Seedless, 12-oz. packets	
Seedless, 16-oz. packets	0 16
Seedless, Thompsons, 25s	0 14½ 0 15½
1 Crown Muscatels, floated, 50s	0 13

Market on Teas

Firm; Unchanged

Toronto.

TEAS.—Conditions generally are just about the same in reference to teas. Greens continue very strong, but the situation in blacks is just a little quiet at the present time. There seems to be a disposition on the part of some of the trade to accept offers which are being made to them. The movement at the present time is rather limited but this is expected to brighten up somewhat, as many people are probably holding off ordering owing to the epidemic of sickness now prevailing.

Ceylon and Indias—	
Pekoe Souchongs	0 46 0 48
Pekoes	0 48 0 56
Broken Pekoes	0 56 0 58
Orange Pekoes	0 58 0 60
Broken Orange Pekoes	0 60 0 62
Javas—	
Broken Pekoes	0 45 0 48
Japans and Chinas—	
Early pickings, Japans	0 50
Second pickings	0 40 0 48
Hyson Thirds, lb.	0 40 0 48
Do., Seconds	0 50 0 55
Do., sifted	0 50 0 62

Coffee Continues Strong; Good Sales

Toronto.

COFFEE.—The market is very, very strong. It is noticeable that the demand being made on the trade show considerable improvement. As a matter of fact some importers report that they are selling coffee to dealers from whom they never had business before. This would indicate that stocks in some hands are becoming rather light, and unless shipments show some improvement during the next month or so, this condition will very likely be general. Prices have stiffened somewhat, Santos showing this particularly, and all lines are ruling with a very firm undertone.

Coffee—	
Bogotas, lb.	0 33 0 36
Guatemala, lb.	0 29 0 31
Maracaibo, lb.	0 30 0 35
Mexican, lb.	0 32 0 36
Jamaica, lb.	0 31 0 36
Blue Mountain Jamaica	0 46
Mocha, Arabian, lb.	
Rio, lb.	0 26 0 32
Santos, Bourbon, lb.	0 32 0 35
Chicory, lb.	0 25
Cocoa—	
Pure, lb.	0 25 0 30
Sweet, lb.	0 18 0 20

Mustard Moving; All Lines Firm

Toronto.

SPICES.—A very heavy demand for mustards is noticeable owing to epidemic of sickness raging, and manufacturers are hard pressed to fill orders promptly. All lines are moving forward quite freely and the market generally is firm; this is noticeable in white peppers particularly, it is indicated.

	Per lb.
Allspice	0 18 0 25
Cassia	0 33 0 45
Cinnamon	0 45 0 60
Cayenne	0 30 0 35
Cloves	0 75 0 85
Ginger	0 30 0 45
Herbs — sage, thyme, parsley, mint, savory, marjoram	0 40 0 70
Pastry	0 28 0 40
Pickling spice	0 22 0 30
Mace	0 90 1 10
Peppers, black	0 44 0 46
Peppers, white	0 50 0 55
Paprika, lb.	0 60 0 65
Nutmegs, select, whole, 100s	0 45 0 50
Do., 80s	0 55
Do., 64s	0 60 0 65
Mustard seed, whole	0 35 0 45
Celery seed, whole	0 75
Coriander, whole	0 25 0 35
Caraway seed, whole	0 90 1 00
Tumeric	0 30
Cream of Tartar—	
French, pure	1 00 1 10
American high test	
2-oz. packages, doz.	2 00
4-oz. packages, doz.	3 50
8 oz. tins, doz.	6 75 6 85
Tartarine, barrels, lb.	0 21
Do., 8 oz., doz.	1 75
Do., 16 oz., doz.	3 25

Walnuts, Brazils Are Very Firm

Toronto.

NUTS.—Grenoble walnuts and Brazil nuts are very firm on the New York market—in fact it is indicated that on present basis these would cost from four to seven cents more laid down here than local selling basis. All lines are steady and sales considered very fair. Range of quotations shows little change though

Canadian chestnuts are up 25c peck in some quarters.

Almonds, Tarragonas, lb.	0 30	0 32
Chestnuts, Canadian, peck	2 50	2 75
Walnuts, Bordeaux, lb.	0 28	0 30
Walnuts, Grenobles, lb.	0 33	0 35
Walnuts, Manchurian, lb. ....	.....	.....
Filberts, lb.	0 24	0 25
Pecans, lb.	0 25	0 26
Peanuts, Jumbo, roasted,	0 25	0 26
Do., Fancy, roasted,	0 23	0 24
Brazil nuts, lb.	0 20	0 27
Shelled—		
Almonds, lb.	0 52	0 55
Filberts, lb.	0 38	0 45
Walnuts, lb.	0 78	0 85
Peanuts, Spanish, lb.	0 19	0 20
Do., Chinese, 30-32 to oz.	0 17	0 18
Brazil nuts, lb. ....	.....	0 85

Bean Situation

Unchanged; Quiet

Toronto.

BEANS.—The market is very quiet, stocks being comparatively heavy and the demand decidedly light. Reports on new crop beans are still rather vague and until definite figures are more nearly assured, it is expected the market will run along rather quiet lines.

Ontario, 1-lb. to 2-lb. pickers, bu.	6 50	6 75
Do., hand-picked, .....	.....	8 00
Can. White Kidney Beans, bush.	8 40	9 00
Japanese Kotosashi, per bush. ....	.....	8 00
Rangoons, per bush.	6 00	6 50
Limas, per pound,	0 17½	0 19

Tapioca Up ½c;

Rices Steady

Toronto.

RICES.—There is little new featuring the market this week. A stiffening in the price of tapioca is reported in some quarters, 14½c per pound being the lowest at which this is now offered. Rices are enjoying a very fair sale and prices have held firm without any change.

Texas, fancy, per 100 lbs.	12 50	13 00
Blue Rose Texas, per 100 lbs.	12 75	13 50
Honduras, fancy, per 100 lbs.	13 00	13 50
Siam, fancy, per 100 lbs.	10 50	11 50
Siam, second, per 100 lbs.	10 00	11 00
Japans, fancy, per 100 lbs.	11 00	12 00
Japans, second, per 100 lbs.	10 00	11 00
Chinese XX, per 100 lbs.	9 50	10 50
Do., Simiu, .....	.....	13 00
Do., Mujin, No. 1, .....	.....	12 00
Do., Pakling, .....	.....	11 50
Tapioca, per lb.	0 14½	0 15
White Sago,	0 14½	0 16

New Developments

in Market Missing

Toronto.

PACKAGE GOODS.—There has been no new developments during the week and all lines are running along at about the same level. The demand is seasonable and prices show no change.

Honey Quiet, Firm;

Maple Syrup Steady

Toronto.

HONEY, MAPLE SYRUP.—The market on honey continues to be very quiet. Sales are light and stocks are most certainly ample to take care of all business offering. The market in maple syrup is without any special feature. Sales are only fair and prices are unchanged.

Honey—

Clover 2½-lb. tins,	0 29	0 30
5-lb. tins,	0 28	0 29½
10-lb. tins,	0 28	0 29

Buckwheat, 60-lb. tins,	0 27½	0 28
Comb. No. 1, fancy, doz.,	3 75	4 25
Do., No. 2, doz., .....	.....	3 00
Maple Syrup—		
No. 1, 10-lb. tins, 6 to case, .....	.....	15 10
No. 2, 5-lb. tins, 12 to case, .....	.....	17 10
No. 3, 2½-lb. tins, 24 to case, .....	.....	18 50
No. 3, 32-oz. bottles, 24 to case, .....	.....	16 70
Gallon tins, Imperial, per gal., .....	.....	2 25
5-gallon tins, Imperial, per tin, .....	.....	10 50
Barrels, 25 or 40 Imp. gals., gal., .....	.....	2 00

Pomegranates Being Offered; Grapefruit Down

Toronto.

FRUIT.—Pomegranates are being offered on the local market, ½ boxes being quoted at from \$4.50 to \$4.75 each. Lower levels are noticeable in grapefruit this week and it is indicated supplies are very fair. Oranges are down somewhat and lemons are also slightly easier though prices ruling are still high enough. Apples are selling very well, both barreled and boxed moving out in very good quantities. Range of quotations on all lines follows:

Apples—			
Early, 11-qt. basket,	0 30	0 50	
Do., B.C. Crab, box, .....	.....	2 00	
Do., B.C. McIntosh Reds, box,	3 25	3 50	
Do., B.C. Jonathans, box,	3 25	3 50	
Do., in Barrels, No. 1 No. 2 No. 3			
Kings,	6 00	5 50	5 00
Greenings,	5 00-5 50	4 50-5 00	3 25-4 25
Baldwins,	5 00-5 50	4 50-5 00	3 25-4 25
Wealthys,	5 00	4 50	4 00
Bienheims,	5 00-5 50	4 50-5 00	4 00
Rubstons,	5 00	4 50	4 00
Alexanders,	5 00	4 50	4 00
Wolf River,	5 00	4 50	4 00
St. Lawrence,	5 00	4 50	4 00
Snows,	6 50	6 00	
C. Pippin,	5 00-5 50	4 50-5 00	3 25
Bananas, per lb.,	0 06½	0 07	
Cranberries, bbls., .....	.....	13 00	
Do., boxes (28-30 qts.), .....	.....	4 75	
Grapes—			
Do., Cal. Emperors, lugs, (box), .....	.....	4 50	
Do., Do., kegs, .....	.....	8 50	
Do., Cal. Malagas, in lugs, box, .....	.....	5 00	
Grapefruit—			
Florida, 46s,	4 50	6 00	
Do., 54s, 64s, 72s, 80s,	5 50	6 75	
Do., 96s, 126s, .....	.....	6 75	
Oranges—			
Valencias,			
100s, 126s, 150s,	14 00	16 00	
176s, 200s, 216s, 250s, 288s,	11 00	16 00	
Florida, 126s, 150s, 176s, 200s, .....	.....	10 00	
216s, 250s, 288s, .....	.....	11 50	
Lemons Cal., case, .....	.....	11 50	
Do., Messina Verdellis, box, .....	.....	8 00	
Pineapples—			
Floridas, 30s, 36s, case,	5 50	6 00	
Pears, Cal. Columbias, box,	5 00	5 50	
Pomegranates, ½ boxes,	4 50	4 75	

Potatoes Higher and Lower; Celery Firm

Toronto.

VEGETABLES.—Local potatoes show an advance of 25c per bag to \$2.00 and indications seem to be that there will be no "cheap" potatoes available. Sweet potatoes show a decline of from 15c to 25c per hamper under prices prevailing last week, at \$2.25 to \$2.40, while barrels are quoted at \$7.00. Celery is firm, crates being offered at a price of \$4.50.

Cabbage, Can., crate,	1 35
Do., doz.,	0 75 0 90
Cantaloupes—	

Do., Can., 16s,	0 50	0 75
Celery, Fancy Thedford, crates, .....	.....	4 50
Corn, doz., .....	.....	0 25
Cucumbers, Can., basket,	0 35	0 50
Gherkins, 6-qt. basket,	1 00	1 25
Do., 11-qt. basket,	1 50	2 00
Onions, Can. Yellow, 100-lb. bag,	2 40	2 50
Parsley, basket,	0 40	0 50
Peppers, green, basket,	0 40	0 50
Potatoes, New Jersey sweet, hamper,	2 25	2 40
Do., barrel, .....	.....	7 00
Potatoes, Canadian, bag, .....	.....	2 00
Quinces, 11s, .....	.....	1 00
Tomatoes, basket,	0 50	0 75

Flour Situation

Rules Unchanged

Toronto.

FLOUR.—The outlook is without material change. No modification of ruling on substitutes is in evidence and Food Board regulation indicating that oat flour, rye flour, corn flour and barley flour are the only substitutes to be shipped with orders for wheat flour still holds intact. It is indicated that the Wheat Export Co. are in the market for flour, but it is not thought this will influence the market to any extent.

FLOUR

Government Standard, 74% Extraction.
Manitoba Wheat Flour, in carload shipments, on track, bbl.,

\$11 50

Sales Maintained

At Satisfactory Levels

Toronto.

MILL FEEDS.—Sales have been maintained at a satisfactory level and no easing away is noticeable. Supplies are increasing but are needed to take care of business offering.

MILL FEEDS—

	In carlots, track
Bran, per ton,	\$37 00
Shorts, per ton,	42 00

Market on Cereals

Holding Steady

Toronto.

CEREALS.—The market on cereals is holding steady and without any marked change this week. The demand for substitute flours is good, though indications are that rolled oats is now rather quiet. Range of quotations effective is as follows:

	Single Bag	Single Bag Lots
	P.o.b. Toronto	
Barley, pearl, 98s,	6 50	6 75
Barley, pot, 98s,	5 00	5 20
Barley Flour, 98s,	6 50	6 75
Buckwheat Flour, 98s, .....	.....	.....
Cornmeal, Golden, 98s,	5 15	6 00
Do., fancy yellow, 98s,	4 65	5 40
Corn flour, white, bbl.,	10 35	11 15
Do., Government standard, bbl.,	9 35	10 15
Hominy grits, 98s,	6 00	6 60
Hominy, pearl, 98s,	5 50	6 60
Rollad oats, 90s,	5 00	5 25
Oatmeal, 98s,	5 65	5 85
Potato Flour, lb., .....	.....	0 18
Oat Flour,	6 00	6 20
Rollad wheat, 100-lb. bbl.,	6 75	7 00
Rice Flour, per 100 lbs.,	9 50	12 00
Rye Flour, 98s,	6 50	7 25
Peas, split, lb.,	0 08	0 09½
Blue peas, lb.,	0 11	0 15

Above prices give range of quotations to the retail trade.

MANITOBA MARKETS

WINNIPEG, Oct. 30.—Grocery markets have ruled quite steady this week, there being very few changes. There was a fairly good trade in all commodities.

Scarcity of Material Hampers Candymakers

Winnipeg.

CANDIES.—Candy manufacturers

are still hard pressed for material. The demand is still good and prices are holding fairly steady on all lines. Manufacturers state that there will be no change in allotments until the end of the year.

Sugar is Still

Hard To Get

Winnipeg.

SUGAR.—Dealers are still experiencing difficulty in obtaining sugar, but sugar refiners in the East are expected to start working soon. The demand from the consumer is still insistent, although the preserving season is now passed.

Rice Market Holds

Firm—Prices Same

Winnipeg.

RICE.—This commodity is very firm and prices have showed very little change. The demand is very good and there is a lot in stock.

Extra fancy, Japan, 100-lb. bags.....	0 10½
Fancy Japan, 100-lb. bags	0 09½
Choice Japan, 100-lb. bags	0 08½
Siam, 100-lb. bags.....	0 09½
Tapioca, lb.	0 13½
Sago, lb.	0 11

No Change in

the Bean Trade

Winnipeg.

BEANS.—There was very little doing in this commodity. Stocks continue heavy with the demand practically nil.

No Change Reported

in the Tea Trade

Winnipeg.

TEAS.—There is nothing to report in this branch of the trade for the past week at all. Prices show no change and no advance is expected before next year.

Prices on Coffee

Make Advances

Winnipeg.

COFFEES.—Coffee is still hard to get and the larger wholesalers have all advanced their price, but, it is said, not enough to cover the advance in cost. It is still hard to obtain ships. The market has been very firm all week.

Grapes Are Scarce,

Crapefruit on Market

Winnipeg.

FRUITS.—There was very little change in the fruit situation throughout the week. The demand for all fruits has been fair.

The preserving season is now over and there is now less demand for fruits for that purpose.

Apples are now the principal line in the fruit trade and are of a good quality, wholesalers having a good stock of both Ontario and British Columbia fruits at reasonable prices.

There is a scarcity of grapes on account of the small California crops and there are no Spanish offering this year on account of the war.

Grapefruit is now coming in in large quantities and there is a big demand for it. Prices are reasonable.

The orange and lemon market is now almost out of sight. To show what high prices are being paid, a carload was sold in New York at \$18.00 a case. The new navel crop will begin to arrive at the end of November.

Good Demand for

Vegetables Now

Winnipeg.

VEGETABLES.—There is a very good demand for vegetables at the present with prices showing very little change. Potatoes are selling at from 70 to 75 cents a bushel.

ARRANGEMENTS MAY BE MADE TO OBTAIN JAVA SUGARS

It has been known for some time that offers of between 50,000 and 100,000 tons of Java sugar have been made to the Sugar Equalization Board since the first of the month. These offers have been given serious consideration. The one obstacle to the purchase of these sugars by the Board in the past has been the lack of American tonnage to move them, and the prohibitive freight rate asked by the Dutch steamship lines. Now that these obstacles bid fair to be removed through diplomatic agreements, there is every reason to believe that the Board will avail itself of the opportunity of buying as much of these sugars as can be moved.

If the above plan goes through the Javas would begin to arrive the latter part of October and early November and would come at a time when the United States sugar supply is at its lowest ebb for the year. No intimation has been given as to where these sugars would be delivered. The shortest haul would be to the Pacific Coast, where doubtless the larger portion will be consigned if the plan materializes, but it is not thought improbable that some of the sugars will come to Eastern ports, where return cargoes can be most easily obtained.

So far as can be learned, this program for moving the Java sugars has not as yet been definitely settled, nor has the Sugar Equalization Board made any purchases of them as yet, but it is safe to say that there is every reason to believe it will go through.

These sugars, it is estimated by the sugar men now in Washington, would cost when landed close to 6.00 cents.

U. S. TEA AND COFFEE TRADE WILL CONSERVE TIN

Tea and coffee will be sold in the United States only in non-metal containers, as soon as present stocks of tin containers are used up. This recommendation was made by a representative

committee of the trade, after a conference to-day with Food Administration officials, during which the necessity for conservation of tin, lumber and labor as a war-measure was laid before them.

Coffee will be sold at retail only in packages of one, three and five pounds each, and tea in one-fourth, one-half and one pound containers, according to the recommendations. Square packages will be adopted, so far as possible, to save packing space, and cases for shipping cartons in quantity will be of fibre. This will save the lumber that formerly went into wooden cases and the steel used in nails.

CALIFORNIA PEAN CROP CONDI- TION.

California reports the situation on white beans depends much on the quality. It is noted that it will be necessary on account of rain damage to sell part of the bean crop of some sections of that state on sample. It is expected the bean damage will equal about 20 per cent. on all varieties through the State. Damage is heaviest in the Salinas Valley, where it is estimated at as much as 50 per cent. California's increased acreage in beans is expected to a little more than offset the loss through rain damage.

The lima bean crop is a good size, estimated by some at as much as 200,000 bags, while others think that this is excessive.

HOW ABOUT YOUR LETTERS

An interesting contribution to the ever-recurring subject of good letter writing is made in the current issue of "System" by Mr. Davison. It closes with the following advice.

"Let's get down to business in our letters.

Let hit at the heart of the thing right in the opening paragraph.

"Let's sound the doom of 'Replying to your favor.'

"Let's cut out 'if,' 'perhaps,' 'maybe.'

"Farewell to 'we beg to say.'

"Softly, seldomly with that 'me,' 'I,' 'my,' 'our,' 'us.'

"No more of 'we are in receipt of.'

"Goodbye forever to 'trusting we may hear from you.'

"Let us reply to the other fellow's letter exactly as we'd say it to his face. If we did that, we surely wouldn't start in by saying, 'replying to your favor.' we'd treat his letter as though it were a verbal statement he'd just made.

"Consider the millions of words we waste! Millions of motions on the stenographer's part! Millions of minutes of our time—of minutes of the other fellow's time!

"Let's switch around our habits of expression so we use only the words necessary to convey the real message. We needn't be stingy with words, but we can be sparing with useless ones."

WEEKLY MARKET REPORTS BY WIRE

Statements From Buying Centres, East and West

British Columbia

FROM VANCOUVER, BY WIRE.

Vancouver, October 29.—Business during the past week has been very quiet in all circles. The old story of a potato shortage is being vigorously worked and higher prices promised. Prices now are \$40 for local and \$45 for Highland. Other root vegetables are easy. Butter is moving well, but there seems to be little call for oleo. Oranges have gone to \$15 and lemons to \$12 and \$13, with promise of further increases. Fresh eggs have advanced to 83c.

Sugar, pure cane, gran., 100 lbs.	9 45
Flour, war grade, Manitoba, per per bbl., in car lots	10 80
Rice, Siam, No. 1, per ton	4 20
Do., Siam, No. 2	1 85 1 90
Rice, China, 44 lb. mats, No. 1 ..	1 90 1 95
Do., No. 2	1 75 1 89
Beans, Japanese, per lb.	0 10 0 12
Beans, B.C., white	0 14½ 0 15
Potatoes, per ton	40 00
Potatoes, lowland	45 00
Potatoes, ashcroft	45 00
Lard, pure, in 400-lb. tierces, lb.	0 32½
Lard compound	0 26¼
Butter, fresh made creamery, lb.	0 52
Cheese, Canadian	0 26½
Margarine	0 33¾
Eggs, new-laid, in cartons, doz.	0 83
Oranges, box	15 00
Lemons	12 00 13 00
New Cal. figs, 70 4-oz. pkgs.	5 25
Almonds	0 30
Brazils	0 30
Filberts	0 30
Cal. Walnuts	0 30
Cal. Walnuts, No. 2	0 25
Walnuts, Manchurian	0 25
Peanuts	0 25
Charge for roasting, per sack	1 00

Alberta Markets

FROM CALGARY, BY WIRE.

Calgary, Alta., Oct. 29.—Small ivory beans are selling 7½ to 9c, Kootenashi 14c. Siam rice \$10.75 to \$11.25; Japan \$11.50 to \$12.25. No. 1 storage eggs are \$15. New season pears are selling choice 25's, 26c per pound. Some cuts of bacon are higher. This week also cooked hams, Keen's mustard, Tuxedo baking powder, corned beef, ½'s, and White Knight soap, Welcome washing powder advanced 30c case. Lemons are now \$12 case, no oranges offering. Grapefruit arriving this week \$7.50 and \$8 per case.

Beans, small, ivory, lb.	0 07½ 0 09
Beans, Kootenashi	14 00
Flour, 98s, per bbl.	10 95
Rye flour, 49s, per bbl.	12 20
Cornmeal, 24s, per bbl.	12 30
Rollod oats, 80s	4 80
Rice, Siam, cwt.	9 75 11 25

Tapioca, lb.	0 14
Sago, lb.	0 14
Sugar, pure cane, granulated, cwt.	10 87
Cheese, No. 1, Ontario, large ...	0 26½ 0 27½
Butter, creamery, lb.	0 49
Do., dairy, lb.	0 35 0 40
Lard, pure, 3s, per case	18 90
Eggs, new-laid, case	15 00
Eggs, No. 1 storage, case	14 50 15 00
Candied peel, lemon, lb.	0 34½
Do., orange, lb.	0 36½
Do., citron, lb.	0 39½
Tomatoes, 2½s, stand. case, spot ..	3 95 4 00
Corn, 2s, case	4 95 5 00
Peas, 2s, standard case	3 60
Apples, gal's., Ontario, case ...	2 20 2 85
Strawberries, 2s, Ontario, case ...	8 50
Raspberries, 2s, Ontario, case ...	8 50 8 75
Cherries, 2s, red, pitted	6 40
Apples, evaporated, 50s, lb.	0 21
Apricots, evaporated, lb.	0 26 0 29
Peaches, evaporated, lb.	0 18 0 20
Peaches, 2s, Ontario, case	4 75
Salmon, pink, tall, case	9 00 10 25
Salmon, Sockeye, tall, case .....	....
Do., halves .....	....
Potatoes, per ton	29 00
Oranges, Valencia, case .....	....
Lemons, case	12 00
Grapefruit	7 50 8 00

Saskatchewan Markets

FROM REGINA, BY WIRE.

Regina, Sask., Oct. 29.—Lard shows an advance this week of 40c per case for 3's, the present price being \$18.40. The new price on canned tomatoes is \$4.50 per 3's. Cheese is quoted from 27½ to 28c. Tapioca is 15c, an advance of 1c per pound. Flour is \$5.57½ for 98's. Crisco has advanced and is quoted today at \$11.15 per case. Cutalin shows an advance of ¼c, increasing to 27½c. Keen's mustard is 10c a pound higher. Some lines of washing powders advanced 25c. Washington apples are quoted at \$2.50 to \$2.75. Washington pears are \$4 per box, oranges and lemons are practically off the market, but a car of lemons is expected in a few days. Cranberries are \$15 per barrel. Grapefruit is \$7.50 to \$8 according to size.

Beans, small white Japans, bu.	7 50
Beans, Lima, per lb. ....	....
Flour, standard, 98s	5 57½
Molasses, New Orleans, gal.	0 75
Rollod oats, bails	4 85
Rice, Siam, cwt.	9 25
Sago, lb.	0 12½
Tapioca, lb.	0 15
Sugar, pure cane, gran., cwt.	10 69
Cheese, No. 1 Ontario, large ...	0 27½ 0 28
Butter, creamery	0 50
Lard, pure, 3s, per case	18 40
Bacon, lb.	0 47½
Eggs, new-laid	0 40 0 45
Pineapples, case	5 75
Tomatoes, 3s, standard case	4 50
Corn, 2s, standard case	4 85
Peas, 2s, standard case	3 60 5 20
Apples, gal., Ontario	2 40 2 75
Apples, evaporated, per lb.	0 19½
Strawberries, 2s, Ont., case ...	8 50
Raspberries, 2s, Ont., case ...	8 70
Peaches, 2s, Ontario, case	4 65
Plums, 2s, case	3 40
Salmon, finest Sockeye, tail, case ..	18 00
Salmon, pink, tall, case	9 25
Pork, American clear, per bbl.	40 75 41 00

Potatoes, bushel	1 00
Apples, Washington, box	2 50 2 25
Pears, Washington, box	4 00
Grapefruit	7 50 8 00
Cranberries, bbl.	15 00

EGG STORAGE STOCKS, ONTARIO

(Including Toronto), Oct. 1, 1918.			
	Oct. 1st. 1918.	Oct. 1st. 1917.	Sept. 1st. 1918.
Eggs—	32 houses.	32 houses.	28 houses.
Fresh	2,548 c/s	3,283 c/s	3,880 c/s
Storage	130,726 c/s	159,771 c/s	106,318 c/s
	133,274 c/s	163,054 c/s	110,198 c/s

1918—Decrease, 29,045 c/s.

UNITED STATES GOVERNMENT REPORT STORAGE STOCKS

Oct. 1st, 1918.			
	Oct. 1st. 1918.	Oct. 1st. 1917.	Sept. 1st. 1918.
Case Eggs	498 houses.	5,307,372 c/s.	5,278,372 c/s.
Oct. 1st, 1918.....	475 houses.	5,278,372 c/s.	5,747,872 c/s.
Oct. 1st, 1917.....	475 houses.	5,747,872 c/s.	5,747,872 c/s.
1918—Decrease,	469,600 c/s—8.2%.		

Sept. 1st, 1918.....	479 houses.	6,153,274 c/s.	6,153,274 c/s.
Oct. 1st, 1918.....	479 houses.	5,306,538 c/s.	5,306,538 c/s.
1918—Oct. decrease,	846,736 c/s—13.8%.		
1917—Oct. decrease,	583,616 c/s—9.1%.		

Frozen Eggs—			
	Oct. 1st, 1918.	Oct. 1st, 1917.	Sept. 1st, 1918.
Oct. 1st, 1918.....	205 houses.	14,710,444 lbs.	14,710,444 lbs.
Oct. 1st, 1918.....	185 houses.	14,543,369 lbs.	14,543,369 lbs.
Oct. 1st, 1917.....	185 houses.	17,452,547 lbs.	17,452,547 lbs.
1918—Decrease,	2,909,188 lbs.—16.7%.		

Sept. 1st, 1918.....	197 houses.	15,809,332 lbs.	15,809,332 lbs.
Oct. 1st, 1918.....	197 houses.	14,708,715 lbs.	14,708,715 lbs.
1918—Oct. decrease,	1,100,617 lbs.—7.0%.		
1917—Oct. decrease,	2,156,060 lbs.—10.9%.		

Poultry—			
	Oct. 1st, 1918.	Oct. 1st, 1917.	Sept. 1st, 1918.
Oct. 1st, 1918.....	280 houses.	28,790,300 lbs.	28,790,300 lbs.
Oct. 1st, 1918.....	232 houses.	16,131,577 lbs.	16,131,577 lbs.
Oct. 1st, 1917.....	232 houses.	18,846,449 lbs.	18,846,449 lbs.
1918—Decrease,	2,364,872 lbs.—12.5%.		

Oct. 1st, 1917—Holdings	68% greater than 1916.
Oct. 1st, 1918—Broilers	21.4% over Oct., 1917.
Oct. 1st, 1918—Roasters	55.9% under Oct., 1917.
Oct. 1st, 1918—Fowl	36.8% over Oct., 1917.
Oct. 1st, 1918—Turkeys	82.4% under Oct., 1917.

SPAIN LIFTS OLIVE OIL BAN

A Spanish royal order published August 13 authorizes, in addition to special permits previously granted, the exportation until the end of the current year of 20,000,000 kilos of olive oil, one-half of which shall be allotted to North and South America. An export duty of 30 pesetas per 100 kilos will be collected before shipment and all containers must be engraved or otherwise indelibly marked with trade label, registered or not, showing Spanish origin of the oil. Of the 20,000,000 kilos in question, 25 per cent. is reserved for exporters having declared their desire to export under previous regulations, while 75 per cent. is open to all exporters (peseta, normal exchange, \$0.193; kilo, 2.2046 pounds).

Limited exportation of oil was permitted for a short period last fall, and an export tax at the same rate was charged. The embargo on olive oil of all grades was adopted in September, 1917, following partial prohibitions in July.

PRODUCE and PROVISIONS

Using Fish Day to Stimulate Trade

Advantage of This to Rural Trade as Well as Town and City—Keeping in Close Touch With Trade—Making Special Display Helpful — May Become a Canadian-wide Movement—Play Patriotic Side—Fish One of Big National Assets

WHAT is known as National Fish Day in Canada was instituted among fish producers and sellers three years ago. It was originally suggested and decided upon as a patriotic and thanksgiving day for the fish men, and among other things a varied program of meetings was usually arranged. It was often made a "get-together" day for leaders in the fish business and opportunity was afforded to discuss the big problems that arise from time to time. With a future prospect so large and with new problems arising, it was thought well to make this an annual day. Originally the time fixed was in midwinter, but last year and this year the fall season was deemed better.

Why Not The Trade Too?

It was possible, thought J. A. Paulhus, a vice-president of the Canadian Fisheries Association, that a much more definite application of National Fish Day idea could be made by the trade. The movement is in its early stages and a great deal of effort is required to further the spirit of the day. By a gradual process of educational effort, there is every reason to anticipate a stimulus being given the sale and consumption of fish. This would result in the gradual development of the fish business, and which development is destined to transpire if the energy of the trade is centred upon ways and means of improving present sales methods.

Rural Trade Too

In the past much publicity has been given to the great food value of fish. This was accomplished through a concerted publicity campaign in which the government Food Controller's department was very helpful. Those who took every advantage of the splendid assistance given were able to increase their fish business materially. Greater turnover meant selling fish, very probably at a closer margin, but the bigger movement left a larger resultant profit, and better, fresher fish were sold.

It is very probable that the rural fish dealer is not so fortunately situated in the matter of securing fresh fish and

frequent supplies as is the city and town grocer. His distance from the distribution centre makes a severe handicap. He probably gives little attention to the development of a fish trade, excepting that for salt and pickled lines, in addition to his canned fish business. There is, however, one way of overcoming the very handicap mentioned. Hundreds of dealers are located on a line of railway which maintains a fast express service. The dealer should make use of this. He ought to select a good, reliable wholesaler and take the matter up with him. This would enable him to make arrangements for fresh and frozen fish shipments from one to three time a week. But he would require to go into matters carefully and fully before engaging supplies and having shipments sent forward.

The Essential Fish Case

The city dealer has to use a suitable fish case—so must the dealer outside the city. He has to have ice anyway, and can readily secure additional quantities.

One of the assistances provided the fish trade by the government is that of co-operating with fish wholesalers and jobbers in offering a suitable fish case to those who will handle fish, at cost. This cost is small, so that the necessity of ordering a regular fish case will entail but a few dollars outlay. Few will object to this. It is so built as to afford fresh fish being kept on crushed ice and in the best possible condition at all times. A request to the fish jobber or wholesaler will bring the needed information as to cost, etc.

Fish and Patriotism

Is the patriotic cry overdone? Has too much already been said as to the advantage of using fish these days? If the reader thinks so look at the matter from another angle.

Fish is a wholesome diet. Those living where they cannot get meat and who can obtain plenty of fish have proven themselves equal to any of the big meat eaters in every standard that may be raised. They are equal, and in many instances very superior physically to big meat eaters. They are sometimes

superior intellectually. They have often fewer physical ailments. Suffice these reasons therefore to assure the prospective fish handler that he has the best of argument in advising the use of fish as a wholesale diet.

Canada's Consumption

It will be generally agreed that Canadian's ought to develop their own natural industries and make the most of them. Her fisheries are wonderfully valuable. One of the largest producers of fish in the world, she can produce and export many millions of dollars worth every year. But there are millions of pounds of fish caught that ought to be used at home.

The per capita consumption of fish in Canada is much smaller than it ought to be. It is but 29 pounds per annum, while that of Great Britain is 60 pounds. That this should be corrected is obvious. That the amount ought to be as great as that of the British Isles is not an unreasonable proposal. But to raise the per capita consumption from 29 pounds to 60 pounds will require that considerable effort be put forth by the trade. Every interested dealer will have to use his own initiative and hook this up with the splendid publicity that is given the greater use of fish by the Government and the larger fish dealers. It means that we ought to use a little over a pound of fish each per week, and if this were accomplished the user would be the better for it.

Send Products Overseas

A big argument at the present time in favor of a larger use of fish is that of our exporting more of the products that we can well afford to sell, and which will bring us the required return to repay our heavy war debt. True, fish will be exported still in large quantities, but we can still use more fish, and then some more, and have plenty to export. The variety that can be produced is large and this gives the seller an added opportunity to vary his offerings from day to day. One of the best tributes to the success of well-directed effort in selling fish is the experience of quite a number who have developed a fish

business to the point where they are making thousands of dollars yearly. It has required care in the development and attention to details. But the results are worth the effort.

Just take the worker, the farmer and the average citizen into your consideration. Suggest some appetising fish dinners in your advertising. Get the printer to print you a few posters in red and get up some fine morning with a paste pot and brush. Go over the town and paste these up before the folk are about. Say—"Eat more Fish," "Fresh Shipment To-day at Blank's." Will you try it out?

HANDLING LARGE QUANTITIES OF CORN BY WATER ROUTE

The unloading by the Davidson-Smith Company, Fort William, of the steamer "Parkes Foster" is in itself somewhat of a novelty. The cargo consisted of one hundred thousand bushels of corn consigned to a large Canadian starch company. This is the first cargo of corn to reach the head of the lakes by water route, heretofore all corn for the starch company has arrived by rail from Chicago. The cost of handling corn by water will be about one-third of the cost

by rail. Hitherto the facilities for handling this sort of cargo have been inadequate, but this trial cargo is probably the forerunner of a new business for the lake cities, which have hitherto dealt only with the sipping of grain.

CREDIT REGISTERS AND ADDING MACHINES GIVEN PRIORITY.

The adding and calculating machine, autographic and credit register, time recorder and tabulating machine industry has been accorded priority by the priorities division of the War Industries Board of the United States. It is recognized, says the board, that the disturbed conditions in accounting departments and organizations are substantial and that the shortage in experienced clerical help is real, and that such machines and devices are almost indispensable in both war and non-war industries.

Pledge must be given by the industry to conserve materials, urge repair instead of purchase of new machines, and give preference in filling orders to the United States Government and its Allies, to those engaged in essential industries and for export under War Trade Board license.

UNITED STATES COLD STORAGE SHORTAGE.

The United States Food Administration report a considerable shortage of cold storage space required for ordinary commercial uses. The demands of the Navy and War Departments for this space owing to the necessity for obtaining large supplies of beef for the use of the Navy and Army at a time when it is available, is given as a reason for this shortage of space.

The Department of Agriculture has been requested by the Food Administration to render assistance in this emergency. Accordingly, the Bureau of Markets is obtaining monthly reports from public cold storage warehouses concerning cold storage and freezing space and will endeavor from time to time to answer inquiries from the trade concerning such space available in various sections of the country as indicated by reports received.

C. W. BAXTER TO BE FRUIT COMMISSIONER

The Minister of Agriculture announces the appointment of C. W. Baxter to fill the vacancy created some months ago by the death of Donald Johnson, fruit commissioner.

Enquiry Department

WHEN you become a subscriber to CANADIAN GROCER this is part of the Service you buy. We are glad to be of any assistance to our readers and enquiries are solicited. Cut out the coupon at the bottom of page, fill out and mail to us if you want to know where to buy a certain product, agents for any particular line, manufacturers of a special article, etc.

RE WASTE PAPER

I read an advt. in one of your magazines about the sale of waste paper. Would you please let me know the names of some firms. I could write for prices.

A. R. McKAY,
Brussels, Ont.

Would you kindly give us the names of some handlers of waste paper.

HUTCHINSON & FOSTER,
Alliston, Ont.

Answer—Waste paper is bought by the following dealers in Toronto: E. Pullan; Frankel Bros.; Western Rag & Metal Co.

WHAT ARE FLOUR SUBSTITUTES?

How does Order No. 67 affect the retail

grocer? As I understand it we are only allowed to sell corn, barley, oat and rye flour as substitutes, and not rolled oats, corn meal, rice and tapioca as formerly.

F. W. HOLT,
Torrance, Ont.

Answer—Your understanding of the order is correct. Efforts are being made to have rolled oats again added to the list of substitutes, but up to the present no action has been taken.

CARLOADS ONTARIO APPLES

Where can I buy a carload of Ontario winter apples at correct prices?

N. B. LAROCHE,
Ste. Croix, Que.

Answer—Any of the following firms could supply you: White and Co., McWilliam & Everest, McBride Bros., W. J. McCart, all of Toronto; Hugh Walker & Son, Guelph, Ont.; Lemon Bros., Owen Sound, Ont.; Duncans Ltd., North Bay, Ont.; Geo. Vipond & Co., Hart and Tuckwell, both of Montreal.

SHIPPERS OF HAY IN QUEBEC

We would like to take advantage of your enquiry department for names of hay shippers in Quebec.

WM. LAW & CO.,
Yarmouth, N.S.

Answer—Any of the following Montreal firms could supply you: Jos. Ward & Co., Place Youville; Elie Benoit & Fils, 187 St. Paul St.; Quintal & Lynche, 59 St. Peter St.; James Scott & Co., 651 St. James St.

CANADIAN GROCER,
143-153 University Avenue,
Toronto.

For Subscribers

INFORMATION WANTED

Date.....191...

Please give me information on the following:

Name

Address

Produce, Provision and Fish Markets

THE MARKETS AT A GLANCE

A GENERAL decline in practically all Canadian centres is the condition of the markets as it affects live hogs during the week. This amounts to 50c per cwt., and follows on the heels of a steady easing away in prices during the past three or four weeks. The run of hogs has been very good, and dealers are now rapidly catching up with the accumulation of orders for cured meats, though the demand is such that it is as yet impossible to accumulate a surplus.

New prices established on live hogs in United States markets for November are higher than those prevailing during the past month. This has resulted in sharp advances being made in lard and other products, though the markets locally are not so greatly affected. However, a slight stiffening in lard is noticeable, and the position of this commodity is one of decided strength.

New laid eggs have reached almost record levels for this time of year, the advances amounting to about five cents per dozen. Supplies coming to hand are small, and an active demand readily absorbs all offerings. Storage stocks are called upon to supply the bulk of the egg business, and prices on these grades rule without change.

Butter is without special feature, and until fresh-made creamery is again available little variation is looked for. It is more than likely a readjustment of values will be found necessary when fresh-made is again offered, and the tendency will not be towards lower levels. Margarine is in good demand, and an advance of one cent per pound is reported in some markets.

Fish day coming this week was expected to produce heavy sales, and dealers are well able to take care of business offering, as far as stocks are concerned.

Live Hogs Lower; Barrel Pork, Too

Montreal.

PROVISIONS.—Live hogs, which sold last week at \$18.50, are down to \$18.00, and even \$17.50 is being offered and accepted. The run has been good, and quality is better than it has been for some time. Demand for dressed hogs is also improving, and in sympathy with the live, the price has declined to \$26 to \$26.50. Barrel pork is down \$2 per barrel all round and quotations are found below. The general trade for bacon and cured meats is steady.

The fixing of minimum prices for hogs in the United States will, it is thought, have some effect on the Canadian situation.

Hogs, Dressed—		
Abattoir killed, small	26 00	26 50
Do., heavy, 225-275 lbs.	24 50	
Hogs, live	17 50	18 00
Hams—		
Medium, smoked, per lb.—		
(Weights) 16-25 lbs.	0 35	0 36
Large, per lb. (wgh.) 25-35 lbs.	0 32	0 33
Backs—		
Plain	0 43	0 44
Boneless, per lb.	0 46	0 47
Bacon—		
Breakfast, per lb.	0 43½	0 44
Roll, per lb.	0 33½	0 34½
Dry Salt Meats—		
Long clear bacon, ton lots....	0 29	0 29½
Long clear bacon, small lots..	0 29½	0 30
Fat backs, lb.	0 29½	0 30

Cooked Meats—		
Hams, boiled, per lb.	0 53	0 54
Hams, roast, per lb.		0 54
Shoulders, boiled, per lb.		0 46
Shoulders, roast, per lb.		0 48
Barrel Pork—		
Canadian short cut (bbl.) ..		\$56 00
Clear fat backs (bbl.)		58 00
Short cut clear pork (bbl.)..		56 00
Heavy mess pork (bbl.)		53 00
Bean pork (bbl.)		52 00

Lard Holds Steady With Trade Good

Montreal.

LARD.—Little change has been made in the situation on lard. A good demand is maintained and the declines for pork have not had a material effect on quotations. The steadiness of demand has made for a steadier market and prices are generally firm.

Lard, pure—		
Tierces, 400 lbs., per lb.		0 32
Tubs, 50 lbs.		0 32½
Pails, 20 lbs., per lb.		0 32¾
Bricks, 1 lb., per lb.		0 34

Shortening Firm; Sales Maintained

Montreal.

SHORTENING.—The market is very firm and in some quarters prices have advanced one-quarter cent. Under the

steady state of trade supplies have not accumulated unduly, in fact there is a general clean-up of stocks from week to week, broadly speaking. The outlook is for a maintained price basis, with firming tendencies probable.

Shortening—		
Tierces, 400 lbs., per lb.	0 26½	0 26¾
Tubs, 50 lbs.	0 27	0 27¼
Pails, 20 lbs., per lb.	0 27¼	0 27½
Bricks, 1 lb., per lb.	0 28¼	0 28½

Margarine Up One Cent; is Active

Montreal.

MARGARINE.—An advance of one cent per pound has been made for margarine. This is perhaps due to the active market, and this was brought about some think, by a more general stocking up on this commodity. It is felt in some quarters that prices are about as high as they will be, and that, with the cost what it is, many will continue to buy butter in certain quantities, at least.

Margarine—

Prints, according to			
quality, lb.	0 31	0 33	0 35
Tubs, according to			
quality, lb.			0 30

Butter Holds Steady With Trade Fair

Montreal.

BUTTER.—The market is featureless as far as price is concerned. If anything the volume of trade has lessened somewhat for the moment, jobbers being supplied with essential wants for the time being. The situation is expected to rule steady and firm until November 9, at which time the lifting of the recent government order regarding supplies will perhaps call for a re-adjustment of values.

Butter—

Creamery prints (storage)....	0 50
Creamery solids (fresh made)....	0 49
Dairy prints, choice	0 44
Dairy, in tubs, choice	0 42

Cheese Still Dear, No Local Change

Montreal.

CHEESE.—There is a real firm position outside at buying points. Makers are not inclined to sell for anything less than a stiff price and values are firmly held. Locally, there is quite a steady and fair trade, with retail trade buying frequently, thus getting away from overstocking.

Cheese—

Large, per lb.	0 26	0 27
Twins, per lb.	0 26	0 27
Triplets, per lb.		0 27
Stilton, per lb.		0 29
Fancy, old cheese, per lb.		0 29

New Laid Eggs 70c; Storage Stock Held

Montreal.

EGGS.—A price of 70c for new-laid

eggs has been reached here, a pretty stiff figure so early in the season. The shortage of stock and the activity of demand is, of course, responsible. Shipments from the country are limited and the difficulty of getting new-laid stocks is more manifest than ever before. Storage stock is steady and firm, but without change.

Eggs—	
New laids	0 70
Selects	0 53
No. 1	0 49
No. 2	0 47

Lots of Poultry, But Poor Quality

Montreal.

POULTRY.—An active buying market continues but the great complaint is that of the poorness of stock received. This is of lower grade than is usual at this season of the year, and the jobbers would like to see a change for the better. So long as the grade remains so low prices will not advance, excepting for what good poultry comes to hand.

	Live	Dressed
Chickens, roast (3-5 lbs.)		\$0 38
Chickens, roast (milk fed)		0 43
Broilers (3-4 lb. pr.)		0 40
DUCKS—		Dressed
Brome Lake	\$0 46	\$0 47
Young Domestic	0 35	0 38
Turkeys (old toms), lb.	0 38	0 40
Turkeys (young)		0 40
Geese		0 30
Old fowls	0 34	0 36

Oyster Prices Easier; Fish Demand Active

Montreal.

FISH.—The oyster situation promises to be easier, owing to an improvement in the producing areas. There are no actual changes this week but revisions may soon be made. The coming of National Fish Day this week has called for a general stocking up by the trade and it is expected that there will have been a good demand, and a better sale all round. Supplies are ample, a good variety being available at fair prices. Salt and pickled lines are slow.

SMOKED FISH.

Haddies (fresh cured)	0 15	0 16
Haddies, fillet	0 18	0 19
Smoked herrings med.) per box ..	0 23	0 24
Smoked cod		0 15
Bloaters, per box 60/100.....	2 00	2 50
Kippers, per box 40/50.....	2 50	3 25

SALTED AND PICKLED FISH.

Haddock (per bbl.), 200 lbs.	16 00	
Herring (Labrador), per bbl.	14 50	15 00
Herring (Labrador), ½ bbls....	7 50	7 75
Herrings, No. 1 lake (100-lb. keg)		6 00
Salmon (Labrador) per bbl.	27 00	28 00
Do., tierces		38 00
Salmon (B.C. Red)		26 00
Sea Trout, red and pale, per bbl.	20 00	25 00
Sea Trout (½ bbls.)	10 50	13 00
Green Cod, No. 1, per bbl. (med.)		21 00
Green Cod (large bbl.)		22 00
Mackerel, No. 1, per bbl.		32 00
Mackerel (½ bbl.)		16 50
Codfish (skinless), 100-lb. box ..		16 00
Codfish, 2-lb. blocks (24-lb. case)		0 18
Codfish (skinless), blks. "Ivory"		
Brand, lb.		0 16
Codfish, boneless, lb. (according		
to package)	0 16	0 20
Codfish, shredded, 12-lb. box ..		2 50
Eels, salted	0 11	0 12
Pickled turbot, new, bbls.....	17 00	18 00
Do., half barrels	7 50	8 50
Cod, boneless (20-lb. boxes), as		
to grade	0 14	0 18

Cod, strip (30-lb. boxes)	0 18	
Cod, dry (bundles)	16 00	
SHRIMPS, LOBSTERS, OYSTERS		
Lobsters, medium and large, lb.	0 60	
Prawns, lb.	0 40	
Shrimps, lb.	0 38	
Scallops, per gallon	4 00	
Oysters—		
Ordinary, No. 1, gal.	2 75	
Cape Cod shell oysters, bbl.	14 00	16 00
5 gal. (wine) cans	13 75	
1 gal. (wine) cans	2 60	
3 gal. (wine) cans	7 50	
Oyster pails (pints), 100.....	1 50	
Oyster pails (quarts), 100.....	2 10	
Clams, med., bbl.	9 00	

FRESH FROZEN SEA FISH

Herring, large sea, lb.	0 09	0 10
Herring, frozen, lake, lb.	0 07	0 09
Halibut	0 23	0 24
Halibut (medium)		0 24
Haddock	0 08	0 09
Mackerel	0 15	0 16
Cod—Toms, bbl.		4 00
Cod Steak, fancy, lb.	0 11	0 12
Salmon, red	0 20	0 23
Salmon, pale	0 15	0 16
Salmon, Gaspe	0 25	0 26
Swordfish	0 21	0 22

FRESH FROZEN LAKE FISH

Pike, lb.	0 10½	0 12
Perch	0 12½	0 13
Whitefish, lb.	0 15	0 16
Whitefish (small)	0 09½	0 12½
Lake trout	0 19	0 20
Eels, lb.		0 12
Doree	0 15½	0 16

FRESH FISH

Haddock	0 09	0 10
Steak cod	0 11	0 12
Market cod	0 07	0 08
Carp	0 09	0 10
Dore	0 18	0 20
Lake trout	0 19	0 20
Brook trout		0 45
Pike	0 12	0 13
B.C. Calmon	0 26	0 27
Salmon (Gaspe)	0 27	0 28
Gaspereaux, lb.		0 06
Western Halibut	0 24	0 25
Eastern Halibut (chicken)		0 23
Eastern Halibut (med.)		0 26
Flounders	0 08	0 10
Perch		0 09
Bullheads		0 15
Whitefish	0 19	0 20
Whitefish (small)	0 09½	0 12
Eels		0 15
Mackerel, lb.	0 15	0 16
Smelts, No. 1	0 17	0 18
Smelts, No. 2	0 11	0 12
Smelts, No. 2	0 12	0 13
Shad	0 15	0 16
Swordfish		0 25

Live Hogs Lower; Meats Revised

Toronto.

PROVISIONS.—Live hogs are again on the downward trend, quotations early in the week being made at \$17.75 per cwt., fed and watered, 50c below prices prevailing over the week end. Indications are that this price will hold all week. The run has been very fair and there is no tendency at present towards firmness.

Some adjustments in dressed meats have been made, roll bacon and Wiltshire being slightly easier, with trimmed and boneless a little firmer. Orders are being caught up with fairly well, but with the splendid demand in evidence, there is little opportunity to accumulate a surplus.

Hams—			
Medium	0 38	0 39	
Large, per lb.	0 34	0 35	
Bacon—			
Plain	0 46	0 48	
Trimmed, with rib in		0 49	
Boneless, per lb.	0 52	0 53	
Bacon—			
Breakfast, per lb.	0 41	0 46	
Roll, per lb.	0 33	0 35	
Wiltshire (smoked sides), lb. ..	0 36½	0 37½	

Dry Salt Meats—			
Long, clear bacon, av. 50-70, lb.	0 31	0 32	
Do., aver. 70-100, lb.		0 30	
Fat backs	0 32½	0 34	
Cooked Meats—			
Hams, boiled, per lb.	0 53	0 55	
Hams, roast, without dressing, per lb.	0 53	0 55	
Shoulders, roast, without dressing, per lb.	0 50	0 52	
Barrel Pork—			
Mess pork, 200 lbs.	49 00	52 00	
Short cut backs, bbl., 100 lbs.	58 00	60 00	
Pickled rolls, bbl., 200 lbs.	56 00	61 00	
Hogs—			
Dressed, 70-100 lbs. weight ..	28 50	29 00	
Live, off cars		18 00	
Live, fed and watered		17 75	
Live, f.o.b.		16 75	

Lard Uncertain; Firm Undertone

Toronto.

LARD.—An element of uncertainty seems to mark the situation in lard this week. Prices on the other side show a sharp advance and whereas this is not reflected here to the same extent as yet, there is a decidedly firm undertone to the market, which has resulted in a stiffening of values. Supplies are very good and the demand splendid. Quotations range as follows:

Lard, pure, tierces, 400 lbs. \$0.31, \$0.31½
In 60-lb. tubs, ¼-½c higher than tierces, pails
½-¾c higher than tierces, and 1-lb. prints, 1½-1¾c higher than tierces.

Shortening Rules Very Firmly

Toronto.

SHORTENING.—The market rules very firmly and there is no disposition in evidence to get away from 26c pound, tierce basis. Supplies are ample to take care of heavy demand in evidence and outlook is for a comparatively steady market.

Shortening, tierces, 400 lbs., lb., \$0.26
In 60-lb. tubs, ¼-½c per lb. higher than tierces; pails, *¾c higher than tierces, and 1-lb. prints, 1½-1¾c higher than tierces.

Margarine Moves; Prices Firm

Toronto.

MARGARINE.—The situation in margarine is without any special feature. Sales are maintained at a very satisfactory level and prices have held at unchanged figures. It is expected that the demand for the next few months will represent a very satisfactory total.

Margarine—			
1-lb. prints, No. 1	\$0 33	\$0 34	
Do., No. 2	0 31	0 32	
Do., No. 3	0 27	0 28	
Solids, 1c per lb. less than prints.			

Butter Business Heavy; Unchanged Prices

Toronto.

BUTTER.—Conditions are just the same in this commodity. Dealers are still experiencing considerable difficulty in handling the heavy rush of orders, but as far as the markets are concerned there is absolutely nothing new to report. Stocks are ample to take care of the requirements of the trade, the greatest difficulty being to get the goods ship-

ped out. The situation in regard to dairy butter is unchanged, there being practically none offered on this market.

Creamery prints	0 51	0 52
Creamery solids		0 51
Dairy prints, fresh separator, lb.	0 49	0 50
Dairy prints, No. 1, lb.		0 46

New Laid Eggs Soaring; Sales Good

Toronto.

EGGS. — New laids are decidedly scarce and wholesale prices have risen to 65 to 70 cents per dozen. The bulk of egg orders are, however, being filled from storage stock, and as far as these are concerned there has been no change in price and the situation generally is the same as that outlined during the past couple of weeks. The demand for the new laid, even at the high prices, continues to be remarkably good.

Eggs—		
New-laid, in cartons, doz.	0 70	
Do., extras	0 65	
Storage, No. 1, doz.	0 51	0 52
Splits and No. 2, doz.	0 45	0 47

Supplies Cheese Better; Firm Prices

Toronto.

CHEESE.—Arrivals have been a little bit better during the past week with the result that dealers stocks show improvement to a certain extent. At the present time orders are being taken care of and prices rule with a very firm undertone.

Cheese—		
New, large	0 27	0 28
Stilton (new)	0 29	0 30
Twins, 1/4 lb. higher than large cheese. Trip-		
lets 1/4 lb. higher than large cheese.		

Good Grades Ducks, Chickens Up

Toronto.

POULTRY.—A gradual stiffening of prices is noticeable, this affecting ducks, hens and chickens. It is indicated that the quality of poultry coming to hand during the last week or two has deteriorated considerably and better conditions are not expected to prevail before colder weather sets in. This is a factor which has influenced prices to higher levels, choice stock easily drawing the top prices shown below. Supplies have been coming along quite satisfactorily.

Prices paid by commission men at Toronto:		
	Live	Dressed
Ducks	\$0 22	\$.....
Geese	0 21	
Turkeys	0 30	
Roosters	0 20	
Hens, over 4 lbs.	0 23	0 24
Hens, over 5 lbs.	0 27	
Hens, under 4 lbs.	0 20	
Hens, under 4 lbs.	0 25	0 20
Chickens, Spring, 2 lbs		
or over	0 25	0 27
Squabs, dozen	4 50	

Prices quoted to retail trade:		
		Dressed
Hens, light	0 30	0 34
Do., heavy	0 35	0 37
Chickens, spring	0 35	0 40
Ducks	0 30	0 33
Turkeys	0 36	0 40
Geese	0 30	

Herring, Ciscos Decline; Heavy Sales

Toronto.

FISH.—Declines have been made in the price of herrings and ciscos during the week. Higher prices are in evidence on smelts, and headless shrimps are also somewhat firmer. Supplies have been coming along very well, in fact dealers indicate that with the scarcity of help there is almost more than they can handle. Sales are expected to be very heavy this week, although it is possible the sickness epidemic may curtail sales to some extent. The range of quotations is given herewith.

FRESH SEA FISH		
Brills, dressed, lb.	0 10	0 11
Cod Steak, lb.	0 10	0 13
Do., market, lb.	0 09	0 10
Flounders, lb.	0 08	0 11
Flukes		0 15
Gaspereau, lb.	0 08	0 08 1/2
Halibut, medium, lb.	0 22 1/2	0 23
Do., chicken, lb.	0 21 1/2	0 22
Do., large	0 21 1/2	0 22
Haddock, heads on, lb.	0 09	0 10
Do., headless, lb.	0 10	0 11
Do., Scrod, lb.	0 08	0 08 1/2
Herring, lb.	0 07	0 08
Mackerel, lb.	0 14	0 16
Plaice, dressed, lb.	0 10	0 11
Smelts, lb.	0 12	0 23
Tomcods, lb.	0 05	0 05 1/2

FRESH LAKE FISH		
Herring, dressed, lb.	0 08	0 08 1/2
Trout, lb.	0 14	0 15
Whitefish, lb.	0 15	0 16

SMOKED FISH		
Bloaters, 50 Count, box	2 25	2 40
Ciscos, lb.	0 17	0 18
Haddies, chicken		0 12
Do., fillets, lb.	0 17	0 18
Do., Finnan, lb.		0 15
Herring, Kiopered, box	1 75	2 75
Shrimps, can		1 75

FROZEN SEA FISH		
Cod Steak, lb.	0 09 1/2	0 10
Do., market, lb.	0 08 1/2	0 09
Flat Fish, B.C., lb.	0 10	0 11
Haddock, lb.	0 08 1/2	0 09
Mackerel, lb.		0 15
Halibut, lb.	0 22	0 23
Salmon, Cohoe, lb.	0 20	0 21
Do., Qualla, lb.	0 14	0 15
Do., Red Spring, lb.	0 24	0 25

FROZEN LAKE FISH		
Mullets, lb.	0 06	0 06 1/2
Pike, round, lb.	0 09	0 09 1/2
Tulibeas, lb.	0 09	0 09 1/2
Whitefish, lb.	0 15	0 15 1/2

DRY AND PICKLED FISH		
Cod, Acadia Strip, box	\$6 00	
Do., Halifax Shredded, box	2 20	
Herring, Labrador, bbl.	14 00	
Do., Do., keg	7 25	
Do., Do., No. 4 size	5 60	
Do., Do., No. 2 size	2 90	
Imperial, 25 lbs., loose, lb.	0 13	
Onion on Toast 24 1-lb. tablets, lb.	0 14	0 17
Shrimps, headless, No. 1 size, tin	1 50	1 75
Do., Do., No. 3 size, tin	4 20	
Skinless Fish, 50s & 100s, lb.		0 15
Sea Trout, keg	12 00	
OYSTERS, No. 3 size package	8 85	
Do., No. 5 size package	14 50	
Do., per gallon	3 10	

Egg Market

Very Firm

Winning.

EGGS.—The egg market continues firm, but advances are not occurring so frequently as a few weeks ago. Eggs are now quoted at 50 cents a dozen. There is a scarcity at the present time.

Fish Trade—Very Lively at Present

Winning.

FISH.—Trade is just beginning to

get interesting in this line and the demand is growing greater every day. Prices have shown very little change and the campaign this week to "eat more fish" should increase the demand considerably.

LAKE FISH		
Whitefish (cleaned), lb.		0 15
Whitefish (frozen), lb.		0 12 1/2
Pickrel, lb.		0 12
Frozen Trout, lb.		0 19
Round Jackfish, lb.		0 07 1/2
Dressed Jackfish, lb.		0 08
Frozen Goldeye, lb.		0 07 1/2
Pickrel Fillet, lb.		0 32
Speckled Trout, lb.		0 35

SEAFISH		
Frozen Halibut, lb.		0 22
Fresh Halibut, lb.		0 24
Fresh Salmon, lb.		0 25
Frozen Mackerel, lb.		0 17
Red Carp, lb.		0 09
Sable Fish, lb.		0 12
Haddock, lb.		0 10
Soles, lb.		0 08
Plaice, lb.		0 08
Skate, lb.		0 08
Smelt, lb.		0 18
White Salmon, lb.		0 16 1/2

SMOKED FISH		
Finnan Haddie (30-lb. boxes), lb.		0 16
Finnan Haddie (15-lb. boxes), lb.		0 16 1/2
Smoked Goldeye, lb.		0 17
Smoked Codfish, lb.		0 20
Smoked Fillet (15-lb. boxes), lb.		0 20
Bloaters (25-lb. boxes), case		2 75

SALT AND PICKLED FISH		
Labrador Herring (100-lb. box), box ..	\$8 50	
Do., (20-lb. box), box	2 15	
Salt Whitefish (100 lbs.), per 100 lbs.	19 00	
Salt Mackerel (20-lb. box), box	3 75	
Do., (100-lb. box), box	16 50	
Do., (200-lb. box), box	30 00	
Caviar, box	2 00	
Select Oysters	4 00	

LOUISIANA SUGAR REPORT

The percentage condition of sugar cane on September 1, based on upward of 200 reports from cane growers and the observations of the Louisiana field agent, was 86.4 per cent. of normal, or full crop, against 85.2 a month ago. The condition on September 1, 1915, showed 89 per cent., and on September 1, 1916, 86 per cent. The 10-year average of condition on September 1 is 88 per cent.

A condition of 86.4 on September 1 forecasts a probable production of 4,486,752 short tons of cane. Deducting the quantities generally used for seedling purposes and sirup making, and calculating the remainder on basis of 133 pounds of sugar per ton of cane—the average yield during the past seven years—the indicated yield on September 1 is about 245,208 short tons of sugar.

The final outturn will be larger or smaller than this quantity, depending upon conditions hereafter, whether better or worse than average conditions.

From the cane harvested in 1917, 243,600 short tons of sugar were made; and 303,900 short tons from the harvest of 1916.

The controlling weather factors at this time in the great cane belt of Louisiana are ample rainfall and high temperatures, and few can justly complain of not getting an abundance of both during August, excepting, perhaps, in limited areas. Low condition is the tenor of all reports from the extreme western and northern parishes of the belt, the crop there being detrimentally affected and unable to overcome even with the good precipitation the setbacks sustained earlier in the season from the prolonged drought.



Quality Sea Foods in Big Demand

No brand is so widely called for as

Brunswick Brand

Dealers will find these wholesome and delicious sea foods particularly good sellers just now.

Canadians in general are learning to appreciate the true value of fish as an article of diet. And discriminating Canadians are particularly well pleased with the unstinted excellence of the Brunswick Brand lines.

If your stock needs replenishing this list will be handy:

Get in a supply to-day.

¼ Oil Sardines
¼ Mustard Sardines
Finnan Haddies
(Oval and Round Tins)
Kippered Herring
Herring in Tomato Sauce
Clams



Connors Brothers
Limited
Black's Harbor, N.B.

Canada Food Board License No. 1-603



INDIAN CHIEF BRAND CLAMS

Merit your strongest recommendation because they are sweet, wholesome and economical—just the right kind of sea food for you to handle—the kind that will please your trade and add to your profits through steady repeat selling.

Everything is done to guarantee the goodness of these delicious clams. They are put up the very day they leave the clam beds and sealed without either solder or acid. Thus they reach the customer's table with all their original delicacy and deliciousness.

You should display Indian Chief Brand regularly and connect with the sizeable profits that every sale produces.

Why not order a trial supply to-day?

SHAW & ELLIS
POCOLOGAN, N.B.

Canadian Food Control License No. 1-718



Give your customers an opportunity to taste these three brands of QUALITY Oleomargarine!

BOTH you—and they—will be delighted at the excellence of these products—the most delicate and delicious brands of oleomargarine you could ever wish to buy. Untouched by hand—made from pure, healthful materials—these are more than butter *substitutes*. They are actual *competitors* of butter.

“*Peerless*” Oleomargarine comes first. Besides consisting of the finest fats and oils, it contains an unusually large percentage of creamery butter. This accounts for its fresh, sweet, butter-like flavor. In fact, in appearance, taste and consistency it is very difficult to distinguish it from “finest creamery.”

“*Maypole*” Oleomargarine is a close second. It is churned from the same high-grade materials as “*Peerless*”—except that it does not contain quite so large a percentage of creamery butter.

“*Sunset*” Oleomargarine is made to fill the demand for districts where good dairy butter is largely used. It’s also splendid for cooking purposes. For a medium-priced product its goodness will surprise you.

Send TO-DAY for a trial order of one or all of these Brands. Your customers will appreciate them and they will prove some of the best sellers you have in your store. Give your order to our Traveller when he calls—or drop us a postal card.

THE **DAVIES** COMPANY
WILLIAM LIMITED

MONTREAL

TORONTO

HAMILTON

Canada Food Board Packer's License No. 13-50

If any advertisement interests you, tear it out now and place with letters to be answered.

Takes a Whole Year to Make

Which extract can you sell the more readily, the one that is made within a few days, and doesn't bring repeat sales,

or—Shirriffs's, that takes twelve months to make and builds up trade because it has:



—Rare delicacy of flavor due to the superior quality of the world's best vanilla bean, the Mexican.

—Fifty per cent. greater strength than the government requires.

Shirriffs's True Vanilla

goes farther, is more economical to use, and has been known as a high-class extract for more than thirty years.

Will it not pay you to look into this selling opportunity now?

Write us for full particulars.

Imperial Extract Co.
Toronto

Canada Food Board License No. 14-91



*A Real
Egg Substitute*

RELEG

Pronounce "REAL EGG"

*Show Her How to Save Money
by Using "RELEG"*

"Releg" will give her 100% satisfaction in her baking at a mere fraction of the cost of eggs.

A three-quarter teaspoonful of "Releg" dissolved in a tablespoonful of hot water is equal to one egg for baking purposes. Keep "Releg" well displayed in your store and recommend it. Once used always used.

Just Order Some and Try it for Yourself.

RELEG COMPANY, REG'D
24 King Street, Quebec, Canada

AGENTS: Loggie Sons & Co., Toronto—Angevine & McLaughlin, St. John, N.B. W. H. Escott Co. Ltd., Winnipeg, Canada.

FRED COWARD

402 Spadina Ave., Toronto

*Importer and Packer of Grocers'
Sundries, etc.*

	Dozen
"Lightning" Coffee Essence, 8-oz. square bottles (3 doz. in carton) .	\$2.80
Worcester Sauce (imported), 6-oz. round bottles (4 doz. in carton) . .	1.40
Mustard (English Style Prepared), 10c fancy jars (3 doz. in carton) .	.90
Mustard (Prep. Horse Radish), 10c fancy jars (3 doz. in carton) . . . .	.90
Potato Flour, 10-oz. packages (3 doz. in carton)	1.35
Potato Flour, 3½-lb. bags	6.00
Ground Rice, "Special Grain," 10-oz. packages (3 doz. in carton)	1.10
Ground Rice, "Special Grain," 3½-lb. bags	5.28
Marrowfat Peas, packages 9-oz. net weight (3 doz. in carton)	1.40
Marrowfat Peas, bulk, prices on application.	

Freight paid up to 35c per 100 lbs., or

Better still—ask your wholesale grocer for the above lines.

"SALTESEA" OYSTERS

Direct from Ocean to your table,
absolutely CLEAN and PURE



ALL your particular trade want this package. You can't help but sell them.

Send for sample case, 24 jars, TODAY. Or we will send you sample jar for trial.

ACTUAL SIZE

The Oceanic Oyster Company of Canada, Limited

Wholesale Dealers in Oysters EXCLUSIVELY

609 ST. JAMES STREET

MONTREAL, P.Q.

Canada Food Board License No. 1068

If any advertisement interests you, tear it out now and place with letters to be answered.

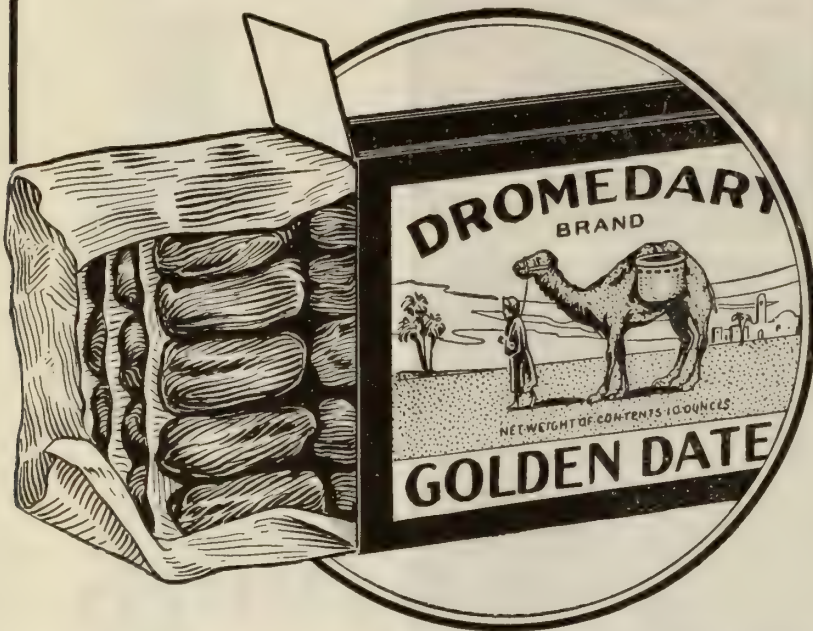
Dromedary Dates

"From the
Garden of Eden"

THEY taste so good and are so good you should eat Dromedary Dates every day. Better than candy for children.

As a food, dainty or confection they are ideal for grown-ups and rollicking youngsters.

THE HILLS BROTHERS COMPANY, NEW YORK



Please Mention This Paper When Writing
to Advertisers

THE "WANT" AD.

The "want ad." has grown from a little used force in business life into one of the great necessities of the present day.

Business men nowadays turn to the "want ad." as a matter of course for a hundred small services.

The "want ad." gets work for workers and workers for work.

It gets clerks for employers and finds employers for clerks. It brings together buyer and seller, and enables them to do business though they may be thousands of miles apart.

The "want ad." is the great force in the small affairs and incidents of daily life.

Dairy Butter Wraps

Made from 30-lb. No. 1 Genuine Vegetable Parchment Paper, printed in two colors ink with design conforming to regulations covering Dairy Butter, size 8 x 11, packed 500 sheets to a carton.

ALWAYS IN STOCK

Special Printed Wraps to Order

Business Systems Limited

Largest Manufacturers of Butter Wraps in Canada

52-56 Spadina Ave. TORONTO

Apples

Let us look after your requirements. We handle the Famous

GEORGIAN BAY

BRAND APPLES

Fine, sound fruit that will be appreciated by every customer.

We invite correspondence.

LEMON BROS.
OWEN SOUND, ONTARIO

Canada Food Control License No. 182

Are You Interested?

CANADIAN GROCER reaches the retailer, the wholesaler, the manufacturer, the clerk and the traveller, just the men to whom you wish to sell or from whom you would buy.

RATES:

(payable in advance)

2c per word, first insertion.

1c per word, subsequent insertions.

5c extra per insertion when replies are to be addressed c/o Canadian Grocer.

No Other Paper Reaches All These Men.

Is Selling a Business?

Is Buying a Business?

Is Engaging a Clerk?

Is Securing a Position?

Is Securing a Partner?

Is Disposing of Second-hand Fixtures?

Then you should use.

Canadian Grocer's Classified Ad. Columns.

It should find for you among the progressive Grocers of Canada at least one individual who is on the lookout for just such a proposition that you have to offer.

Canadian Grocer

143-153 University Ave., Toronto

If any advertisement interests you, tear it out now and place with letters to be answered.

Looking for a Man?

Look for him where he should be found—in employment in the grocery business, the business you yourself are in.

Advertise to get him. Use a small classified advertisement, to cost you 2 cents a word. Put this low-priced advertisement in CANADIAN GROCER—the paper read by grocers and their men. Somewhere is the man good for you to have. You may not be able to attract him readily from his present place. On the other hand, he may be looking for you. But fish for him. Cast again and again. The best men are hardest to get.

What is a dollar or two spent on finding the man you want—if you get him?

Narrow your search. Use the newspaper that searches out for you among those where he is likely to be found.

Make your advertisement brief—like a telegram.

We provide a box number, if you want your identity concealed. And forward replies, of course.

Rates.—Two cents per word first insertion and 1 cent per word each subsequent insertion. Five cents extra per insertion if replies are to be sent to box number in our care.

Canadian Grocer
143-153 University Ave.
Toronto

Some Years Ago a Man with Ideals Decided to Publish a Good Magazine in Canada—

At that time there were plenty of good magazines to be bought on Canadian newstands. But they were all American magazines, reflecting the views and exalting the greatness of the United States.

Magazines exert a tremendous influence on the welfare and progress of a nation. They mould public opinion. And this man with ideals regretted to see Canadians dependent on the United States for their magazine reading. He felt that Canada had the natural resources itself to become a great nation. So he decided that, cost what it might, Canada would be the possessor of a great magazine which would be ALL-CANADIAN.

That Canadian with ideals was Colonel John Bayne Maclean. The outcome of his determination is

MACLEAN'S

"CANADA'S NATIONAL MAGAZINE"

MACLEAN'S is big because Canada is big. It faithfully reflects Canadian ideals.

In its special articles, written by men and women best informed on their subjects, it comments on and supplements the news of Canadian and international importance.

It publishes the best stories that are written—those distinctively Canadian stories the country has come to know as MACLEAN'S stories, because they deal with the life, work and affairs of the Canadian people in original, vigorous and vital ways.

MACLEAN'S is broad, breezy, fearless—"The most talked-of publication in Canada." After reading it you will realize why it is recognized as one of the best edited periodicals in the world. It is quite probable you had no idea such a great magazine was being printed in Canada, for it would almost seem impossible to produce a magazine in this country which would measure up to the best magazines in the United States, since that country has an English-speaking population about twenty times as large as ours.

And it would have been impossible had it not been that the MacLean Publishing Company is the largest organization of its kind in the British Empire, owning and printing 14 famous magazines and business newspapers—which is probably a record not approached by any other firm in the world.

A Bargain!—3 Months for 50c

MACLEAN'S sells for \$2 a year—should be more. We want you to get acquainted with MACLEAN'S, for we know that after we once introduce you to "Canada's National Magazine" you two are going to be friends for life. So, to make you known to each other, we will accept your subscription now for only 3 months to start off with. In other words, we want you to "try out" MACLEAN'S, and see for yourself just how good it is!

Don't miss this unusual opportunity. Simply sign the coupon, pin a postal note to it, and mail it to us

TO-DAY!

Tear off here and mail

The MacLean Publishing Company,
143 University Ave.,
Toronto, Ontario.

I accept your offer. I am enclosing 50c to pay for MACLEAN'S MAGAZINE for 3 full months. Please start me off with the big November issue.

Name

Address

(If you prefer to pay for a longer period right now, you may attach \$1 for six months, or \$2 for a year).

This
Counter
Display
Sells



Sunset Soap Dyes

For You

No Bother—Liberal Profits—Steady Repeats

TO make more sales and quicker sales the manufacturers of Sunset Soap Dyes have had this handsome counter container designed to help you "hook up" with our extensive advertising. Put one of these sales stimulators at work in your store and watch the quick turnover.

These epoch making dyes permanently dye all fabrics, without injury, from a steamer rug or a heavy overcoat to the sheerest of dainty lingerie or flimsy chiffon.

Do not stain the hands or utensils and thoroughly clean articles while dyeing them. Sunset colors are fast because they are boiled in—no cold process can make colors fast. These dyes come in a wide variety of colors, including Black, the popular Navy Blue and U.S. Olive Drab.

Sunset Soap Dyes come in compact cakes packed in attractive cartons—can not spill and take but little room. Hundreds of dealers are finding them wonderful repeaters. These dyes selling at 15c give you more profit than any other dye. Why not investigate?

SUNSET SOAP DYE CO., INC.

New Rochelle, N.Y. Toronto, Canada

Sales Representatives for U.S. and Canada:

HAROLD F. RITCHIE & CO., INC.

New York - Toronto

**QUOTATIONS FOR
PROPRIETARY ARTICLES**
SPACE IN THIS DEPARTMENT IS \$65
PER INCH PER YEAR

BAKING POWDER ROYAL BAKING POWDER

Size	Less than 10-case lots Per doz.
Dime	\$ 1 15
4-oz.	1 65
6-oz.	2 45
8-oz.	3 10
12-oz.	4 65
16-oz.	5 90
2 1/2-lb.	14 60
5-lb.	27 35

F.O.B. Montreal, or F.O.B. jobbers' point, subject to jobbers' regular terms. Lots of 10 cases and over, less 2% discount; 1% barrel discount will be allowed when packed in barrels. Barrels contain 15 cases assorted sizes.

JAMS

DOMINION CANNERS, LTD.
"Aylmer" Pure Jams and Jellies.
Guaranteed Fresh Fruit and
Pure Sugar Only.

Screw Vac top Glass Jars, 16 oz. glass, 2 doz. case.	Per doz.
Blackberry	\$3 25
Currant, Black	3 90
Plum	2 90
Pear	3 15
Peach	3 15
Rosberry, Red	3 90
Apricot	3 25

DOMINION CANNERS, LTD. CATSUPS—In Glass Bottles

1 1/2 Pts., Aylmer Quality	Per doz. \$1 90
Pts., Aylmer Quality	2 35
Gallon Jugs, Aylmer Quality 1 62 1/2	Per jug.
Pints, Delhi Epicure	2 70
1 1/2 Pints, Red Seal	1 50
Pints, Red Seal	2 00
Qts., Red Seal	2 80

BAKED BEANS WITH PORK Brands—Canada First, Simcoe, Quaker.

Individual Baked Beans, Plain	Per doz.
85s. or with Sauce, 4 doz. to case	\$0 95
1's Baked Beans, Flat, Plain, 4 doz. to case	1 15
1's Baked Beans, Flat, Tom. Sauce, 4 doz. to case	1 25
1's Baked Beans, Tall, Tomato or Chili Sauce, 4 doz. to case	1 35
1 1/2's (20-oz.) Plain, per doz.	1 65
Tomato or Chili Sauce	1 90
2's Baked Beans, Plain, 2 doz. to case	1 95
2's Baked Beans, Tom. Sauce, tall, 2 doz. to case	2 30
2's Baked Beans, Chili Sauce, tall, 2 doz. to case	2 30
1 1/2's Tall, Plain, per doz.	2 75
Tomato or Chili Sauce	3 20
Family, Plain, \$2.35 doz.; Family, Tomato Sauce, \$2.80 doz.; Family, Chili Sauce, \$2.80 doz. The above 2 doz. to case, 10's, 1/2 doz. per case; Chili and Tomato Sauce, for hotel and restaurant use (cans.), \$12; plain, \$10.	
"AYLMER" PURE ORANGE MARMALADE	Per doz.
Tumblers, Vacuum Top, 2 doz. in case	2 00
12-oz. Glass, Screw Top, 2 doz. in case	2 40
16-oz. Glass, Screw Top, 2 doz. in case	2 95
16-oz. Glass, Tall, Vacuum, 2 doz. in case	2 95
2's Tin, 2 doz. per case	4 45

4's Tin, 12 pails in crate, per pail	0 76
5's Tin, 8 pails in crate, per pail	0 90
7's Tin or Wood, 6 pails in crate	1 26
30's Tin or Wood, one pail crate, per lb.	0 17 1/2

BLUE

Keen's Oxford, per lb.	\$0 22
In cases 12—12 lb. boxes to case	0 21 1/2

COCOA AND CHOCOLATE THE COWAN CO., LTD.

COCOA—	
Perfection Cocoa, lbs., 1 & 2' doz. in box, per doz.	\$4 60
Perfection, 1/2-lb. tins, doz.	2 45
Perfection, 1/4-lb. tins, doz.	1 35
Perfection, 10c size, doz.	0 95
Perfection, 5-lb. tins, per lb.	0 37
Supreme Breakfast Cocoa, 1/2-lb. jars, 1 & 2 doz. in box, doz.	2 75

(Unsweetened Chocolate)

Supreme Chocolate, 12-lb. boxes, per lb.	0 36
Supreme Chocolate, 10c size, 2 doz. in box, per box	1 80
Perfection chocolate, 10c size, 2 doz. in box, per doz.	0 90

SWEET CHOCOLATE—	Per lb.
Eagle Chocolate, 1/2s, 6-lb. boxes 28 boxes in case	0 33
Diamond Chocolate, 1/4s, 6 and 12-lb. boxes, 144 lbs. in case	0 35
Diamond Chocolate, 8s, 6 and 12-lb. boxes, 144 lbs. in case	0 35
Diamond Chocolate, 7s, 6 and 12-lb. boxes, 144 lbs. in case	0 34
Diamond Chocolate, 7s, 4-lb. boxes, 50 boxes in case, per box	1 35

CHOCOLATE CONFECTIONS

Maple Buds, 5-lb. boxes, 30 boxes in case, per lb.	0 42
Milk Medallions, 5-lb. boxes in case, per lb.	0 42
Chocolate Ginger, 5-lb. boxes, 30 boxes in case, per lb.	0 45
Crystallized Ginger, 5-lb. boxes, 30 boxes in case, per lb.	0 45

6c. LINES

Toronto Prices

Filbert Nut Bars, 24 in box, 60 boxes in case	\$1 05
Almond Nut Bars, 24 in box, 50 boxes in case	1 05
Puffed Rice Bars, 24 in box, 50 boxes in case	1 05
Ginger Bars, 24 in box, 50 boxes in case	1 05
Fruit Bars, 24 in box, 50 boxes in case	1 05
Active Service Bars, 24 in box, 50 boxes in case	1 05
Victory Bar, 24 in box, 60 boxes in case	1 05
Queen's Dessert Bar, 24 in box, 60 boxes in case	1 05
Regal Milk Chocolate Bar, 24 in box, 50 boxes in case	1 05
Royal Milk Cakes, 24 in box, 50 boxes in case	1 05
Maple Buds, 6c display boxes, 6c pyramid packages, 6c glassine envelopes, 4 doz in box	2 00

10c LINES

Maple Buds, 10c, 1 doz. in box, 50 boxes in case, per doz.	\$0 95
Medallions 10c, 1 doz in box, 50 boxes in case, per doz.	0 95

Mr. Merchant: You never received thanks for giving overweight, did you? Why not?

Because your customer never knew she got it.

If you want to do a customer a favor—present her with a nice 5-lb. box of raisins at Christmas. It will make a hit with her and she'll tell everyone what a fine store yours is.

In slap-dash weighings on an old fashioned scale you are no doubt giving her much more than this **BUT SHE DOESN'T KNOW IT** so you don't get credit for it. All you do is pay the bill.

When you want to give goods away—give them outright.

When you weigh goods "weigh *them* out right."

Remember, no one pays for your losses but yourself. Your customer doesn't. The wholesaler doesn't. The landlord doesn't. Your clerk doesn't. You are the man interested in right weighing. You want to know about the

DAYTON Automatic Scale

Made in many varieties to suit different purposes

"MADE
IN
CANADA"



Illustration shows Dayton
Computing Scale No. 251,
with Reflector

30 lb. capacity scale: 10 lbs. on Chart and 20 lbs. on two Beams of 10 lbs. each. Range of prices: 3c to 60c per lb. Standard finish: Turquoise Blue. Gold finish extra. Agate Bearings. Equipped with Glass Platform or Scoop. Largest Seller in the World of any Fan Scale of same capacity.

Best thing to do now is to get a copy of our latest handsome catalogue—hot off the press. A post card brings it.

DAYTON AUTOMATIC SCALES

Royce and Campbell Avenues, Toronto

FRANK E. MUTTON, Vice-President and General Manager

Division International Business Machines Co., Limited, also makers of International Time Recorders and Hollerith Electric Tabulators

FINEST CRYSTAL GELATINES

Powdered and Sheet

FINE LEAF GELATINE

BRITISH MANUFACTURE

GELATINE

OURY, MILLAR & CO.

9 Mincing Lane, London, E.C., Eng.

SOLE AGENTS FOR CANADA

F. S. Jarvis & Co.

18 TORONTO ST., - TORONTO

When in need of
Wrapping Paper
Twines & Cordage

Brooms
Brushes
Baskets

Grocers' Sundries

Walter Woods & Co.

Hamilton and Winnipeg

CALIFORNIA FRUIT CANNERS ASSOCIATION

CALIFORNIA RIPE OLIVES DEL MONTE BRAND

Size—

2½-quart Tall Cylinder Can	
No. 1 Pint Cylinder Can....	
No. 16 Jar	
No. 4 Jar	
No. 10 Can	

YUBA BRAND

2½-quart Tall Cylinder Can.	
No. 1 Pint Cylinder Can....	
No. 10 Can	
Picnic Can	

BORDEN MILK CO., LTD., CONDENSED MILK

Terms, net. 30 days.

Eagle Brand, each 48 cans.	\$9 00
Reindeer Brand, each 48 cans.	8 70
Silver Cow, each 48 cans....	8 15
Gold Seal, Purity, each 48 cans	8 00
Mayflower Brand, each 48 cans	8 00
Challenge Clover Brand, each	
48 cans	7 50

EVAPORATED MILK

St. Charles Brand, Hotel, each	
24 cans	\$6 40
Jersey Brand, Hotel, each 24	
cans	6 40
Peerless Brand, Hotel, each 24	
cans	6 40
St. Charles Brand, Tall, each	
48 cans	6 50
Jersey Brand, Tall, each 48	
cans	6 50
Peerless Brand, Tall, each 48	
cans	6 50
St. Charles Brand, Family,	
each 48 cans	5 50
Jersey Brand, Family, each	
48 cans	5 50
Peerless Brand, Family, each	
48 cans	5 50
St. Charles Brand, small, each	
48 cans	2 60
Jersey Brand, small, each 48	
cans	2 60
Peerless Brand, small, each 48	
cans	2 60

CONDENSED COFFEE

Reindeer Brand, large, each	
24 cans	\$6 00
Reindeer Brand, small, each	
48 cans	6 25
Regal Brand each 24 cans..	5 65
Cocoa, Reindeer Brand, large,	
each 24 cans	6 00
Reindeer Brand, small, 48 cans	6 25

CARNATION MILK PRODUCTS CO., LTD.

All points east of and including
Fort William, in Ontario, Quebec
and Maritime Provinces.

EVAPORATED MILK

	Per Case
Carnation, 16-oz., talls (48	
cans per case)	6 40
Carnation, 6-oz. baby (96 cans	
per case)	5 40
Canada First, 16-oz. talls (48	
cans per case)	6 25
Canada First, 6-oz. baby (48	
cans per case)	2 60
Canada First, 12-oz. family	
(48 cans per case)	5 50
Canada First, 32-oz. hotel (24	
cans per case)	6 15

W. CLARK, LIMITED, MONTREAL.

Compressed Corn Beef—½s, \$2.90;	
1s, \$4.45; 2s, \$9.25; 6s, \$34.75;	
14s, \$80.	
Lunch Ham—1s, \$6.45; 2s, \$13.50.	
Ready Lunch Beef—1s, \$4.45; 2s, \$9.	
English Brawn—½s, \$2.90; 1s,	
\$4.95; 2s, \$9.90.	
Boneless Pig's Feet—½s, \$2.90; 1s,	
\$4.95; 1s, \$9.90.	
Ready Lunch Veal Loaf—½s, \$2.40;	
1s, \$4.45.	
Ready Lunch, Beef-Ham Loaf—½s,	
\$2.40; 1s, \$4.45.	
Ready Lunch Beef Loaf—½s, \$2.40;	
1s, \$4.45.	
Ready Lunch Asst. Loaves—½s,	
\$2.45; 1s, \$4.50.	
Geneva Sausage—1s, \$4.95; 2s, \$9.45	
Roast Beef—½s, \$2.90; 1s, \$4.45;	
2s, \$9.25; 6s, \$34.75.	
Boiled Beef—1s, \$4.45; 2s, \$9.25; 6s,	
\$34.75.	
Jellied Veal—½s, \$2.90; 1s, \$4.45;	
2s, \$9.	

Cooked Tripe—1s, \$2.45; 2s, \$4.45.	
Stewed Ox Tail—1s, \$2.45; 2s, \$4.45.	
Stewed Kidney—1s, \$4.45; 2s, \$8.95.	
Mince Collops—½s, \$1.95; 1s, \$3.75;	
2s, \$6.95.	

Sausage Meat—1s, \$4.2s, \$7.75.	
Corn Beef Hash — ½s, \$1.95; 1s,	
\$3.70; 2s, \$5.45.	

Beef Steak and Onions—½s, \$2.90;	
1s, \$4.45; 2s, \$8.45.	

Jellied Hocks—2s, \$9.95; 6s, \$29.80;	
Irish Stew—1s, \$3.45; 2s, \$6.75.	

Cambridge Sausage—1s, \$4.45; 2s,	
\$8.45.	

Boneless Chicken — ½s, \$5.90; 1s,	
\$8.95.	

Boneless Turkey — ½s, \$5.90; 1s,	
\$8.95.	

Ox Tongue—½s, \$3.85; 1s, \$7.95;	
1½s, \$12.45; 2s, \$15.95; 2½s,	
\$17.50; 3½s, \$27; 6s, \$45.	

Lunch Tongue—½s, \$3.45; 1s, \$6.75;	
2s, \$15.50.	

Tongue Lunch—1s, \$6.75.	
Beef Suet—1s, \$4.90; 2s, \$8.50.	

Mince Meat (Tins)—1s, \$2.95; 2s,	
\$4.45; 5s, \$12.95.	

Mince Meat (Bulk)—5s, 23c; 10s,	
22c; 25s, 21c; 50s, 20c; 85s, 20c.	

Chateau Brand Pork and Beans,	
with Tomato Sauce—Ind., \$1.10;	
1s, \$1.75; 2s, \$2.55; 3s, \$3.85.	

With Plain Sauce—Ind., \$1; 1s,	
\$1.65; 2s, \$2.40; 3s, \$3.40.	

Chateau Brand Concentrated Soups	
—Celery, 1s, \$1.25; Consommé,	
1s, \$1.25; Green Peas, 1s, \$1.25;	

Julienne, 1s, \$1.25; Mulligatawny,	
1s, \$1.25; Mutton Broth, 1s, \$1.25;	
Ox Tail, 1s, \$1.25; Pea, 1s, \$1.25;	

Scotch Broth, 1s, \$1.25; Vege-	
table, 1s, \$1.25; Chicken, 1s,	
\$1.65; Mock Turtle, 1s, \$1.65; To-	

mato, 1s, \$1.65; Vermicelli To-	
mato, 1s, \$1.35; Assorted, 1s,	
\$1.35; Soups and Bouilli, 1s,	
\$12.50.	

Clark's Pork and Beans, Tomato	
Sauce, Blue Label—Ind., 95c; 1s,	
\$1.25; 1½s, \$1.90; 2s, \$2.30; 3s,	

flata, \$2.95; 3s, talls, \$3.35; 6s,	
\$12; 12s, \$20.	

Plain Sauce, Pink Label—Ind.,	
85c; 1s, \$1.15; 1½s, \$1.65; 2s,	
\$1.95; 3s (flata), \$2.50; 3s (talls),	

\$2.95; 6s, \$10; 12s, \$18.	
Chili Sauce (red and gold label)—	
Ind., 95c; 1s, \$1.25; 1½s, \$1.90;	

2s, \$2.30; 3s (flat), \$2.95.	
Vegetarian Baked Beans and To-	
mato Sauce—2s, \$2.25.	

Sliced Smoked Beef—½s, \$2.35; 1s,	
\$3.45; 4s, \$24.	

Canadian Boiled Dinner—1s, \$2.45;	
2s, \$5.95.	

Army Rations—Beef and Vegetables,	
1s, \$3.45; 2s, \$5.95.	

Spaghetti with Tomato Sauce with	
Cheese—½s, \$1.85; 1s, \$2.50; 2s,	
\$4.30.	

Tongue, Ham and Veal Pates—½s,	
\$2.25.	

Ham and Veal Pates—½s, \$2.25.	
Smoked Vienna Style Sausage—½s,	
\$2.45.	

Pate De Foie—¼s, 75c; ½s, \$1.40.	
Plum Pudding—½s, \$2.45.	

Potted Beef Ham—¼s, 75c; ½s,	
\$1.40.	

Beef—¼s, 75c; ½s, \$1.40.	
Potted Tongue—¼s, 75c; ½s, \$1.40.	

Potted Game (Venison)—¼s, 75c.	
Potted Veal—¼s, 75c; ½s, \$1.40.	

Potted Meats (Assorted)—¼s, 80c;	
½s, \$1.45.	

Deville Beef Ham—¼s, 75c; ½s,	
\$1.40. Beef—¼s, 75c; ½s, \$1.40.	

Deville Tongue—¼s, 75c; ½s,	
\$1.40. Veal—¼s, 75c; ½s, \$1.40.	

Deville Meats (Assorted)—¼s, 80c;	
½s, \$1.45.	

In Glass Goods

Fluid Beef Cordial—20 oz. bottle,	
\$10; 10 oz., \$5.	

Ox Tongue — 1½s, \$14.50; 2s,	
\$17.50.	

Lunch Tongue—1s, \$9.95.	
Sliced Smoked Beef — ¼s, \$1.75;	
½s, \$2.85; 1s, \$4.15.	

Mincemeat—1s, \$3.45.	
Potted Chicken—¼s, \$2.35.	

Ham—¼s, \$2.35.	
Tongue—¼s, \$2.35.	

Venison—¼s, \$2.85.	
Chicken Breast—½s, \$9.95.	

Tomato Ketchup—8s, \$2.25; 12s,	
\$2.80; 16s, \$3.50.	

Peanut Butter — ¼s, \$1.45; ½s,	
\$1.95; 1s, \$2.45; in pails, 5s, 38c;	
12s, 31c; 24s, 30c; 50s, 30c.	

If any advertisement interests you, tear it out now and place with letters to be answered.

Good for Customers---Good for You

H. P. Sauce is such capital value, and we spare no pains to acquaint the public with this fact.

It is in big and constantly growing demand, and offers you a generous profit—that's why it is certainly the same for you.

W. G. Patrick & Co., Ltd., Toronto, Montreal, etc.
R. B. Seaton & Co., Halifax, N.S.
The Midland Vinegar Co., Ltd., Birmingham, Eng.

H.P.

SAUCE

20% RICE FLOUR

in home-made bread and cooking will immensely improve the quality---try it.

MOUNT ROYAL MILLING & MANUFACTURING CO., LIMITED

Agents:

D. W. ROSS CO., MONTREAL

Mills at:

MONTREAL AND VICTORIA

Canadian Food Control No. 2-084

OYSTERS AND FISH

Get in touch with me for

**XXX Oysters
Smelts
Frozen Herring
Frozen Mackerel**

Fish is the food of the moment.

EMILE PATUREL

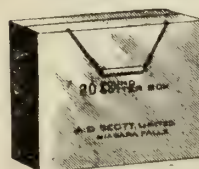
SHEDIAC, N.B.

License No. 1-748.

MR. GROCER

Here's a Butter Box

with a real idea
back of it!



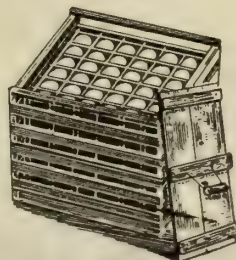
Convenient — Collapsible—
Secure. Just such a container as farmers, motorists and visitors to the country will thoroughly approve of.
Can be had in the following sizes: 3, 5, 10, 20, 30 and 45 lb. sizes.
You can win good extra business and extra profits by showing a little display of these Butter Boxes in your store.

Write for quotations.

A. B. SCOTT, LIMITED
NIAGARA FALLS, CANADA

EGG CASE FILLERS and EXTRA FLATS

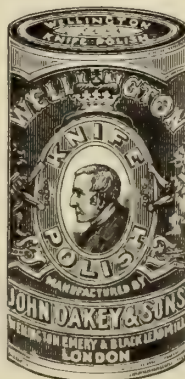
For
30 Doz.
Egg
Cases



And
12 Doz.
Egg
Crates

The 12 Dozen Crate

THE MILLER BROS. CO., LTD. 20-38 Dowd St.
Montreal, Que.



Oakey's "WELLINGTON" KNIFE POLISH

The original and only reliable preparation for Cleaning and Polishing Cutlery, etc.

John Oakey & Sons, Ltd.

Manufacturers of Emery Cloth,
Black Lead, Glass Paper, &c.

LONDON, S.E., ENGLAND

AGENTS:

Geo. B. Jenkinson, 43 Queen St. East,
Toronto, and J. E. Huxley & Co., 220
McDermid St., Winnipeg.

If any advertisement interests you, tear it out now and place with letters to be answered.

The Trade Newspaper the Logical Medium for Your Advertising These Days

WHY?

The merchant is buying very carefully these days. The high prices of all foodstuffs make it absolutely necessary not to overstock.

He picks out lines suitable to his trade that he knows he can recommend and push.

There are a lot of new clerks in stores throughout Canada, because of the heavy enlistments for army service. These new clerks know very little about the goods in stock, and wise manufacturers realizing this are using liberal space in trade newspapers to educate the clerks, so they can talk their lines and make more sales.

Ten thousand housewives in Boston, Mass., were asked to express on a printed form, the reason for their use of 100 articles sold through the grocery trade.

FIFTY-SEVEN PER CENT. of this large number of grocery customers recorded the fact that it was the influence of their GROCERY DEALERS which was responsible for their use of these household articles. Twenty-five per cent. recorded newspaper advertising as responsible and the remainder were distributed over a number of other reasons such as bill-board advertising, friend's influence, etc.

Does this not indicate that the DEALER'S INFLUENCE is a mighty big element in selling? Where the Dealer has been interested and is lining up his support and that of his clerks, behind a certain line, is where biggest sales are being made.

You can enlist this big army of merchants and clerks in your service by forceful and educative advertisements in Maclean trade newspapers.

	Issues per year	Minimum price for page space	Cost for a year's advertising
Dry Goods Review	12	\$35	\$ 420
Men's Wear Review	12	30	360
Canadian Grocer	52	24	1,248
Hardware and Metal	52	24	1,248
Bookseller and Stationer	12	25	300
Sanitary Engineer	24	16.70	400

We invite correspondence on this subject of advertising in one or other of these retailers' newspapers.

The MacLean Publishing Co., Ltd., Toronto, Canada
Also at MONTREAL, WINNIPEG, NEW YORK, CHICAGO, BOSTON and LONDON, ENG.

Florida Oranges

First Cars of Season
now to hand. Fruit is
sweet and heavy pack.

New Figs in Layers and Packages

GRAPE FRUIT of
FINEST QUALITY

BANANAS, NUTS, Etc.

Also Car
California Pomegranates.

WHITE & CO., LTD.
TORONTO

Phone M. 6243

Canada Food Board License No. 277

LEMONS, ORANGES, GRAPES

The influenza epidemic has created
a heavy demand for these lines.
Fancy stock on hand for immediate
shipment.

APPLES, APPLES

We can supply you any quantity
fine winter stock in barrels or boxes.
We have secured some fine Ontario
orchards and several cars fancy
Western wrapped stock. Ask us
for quotations, carloads or less.

**POTATOES and VEGETABLES, in
any quantity.**

DUNCANS LIMITED

Head Office: NORTH BAY

Branches: COBALT, SUDBURY, and TIMMINS.

Canada Food Control License No. 151

FORWARD

The same challenge to battle is sounding
for us. We must answer in the same proud
way—the way of our heroes at Cambrai,
at Vimy Ridge, at St. Julien—the Canadian
way.

We Must Lend The Way They Fight

Our task is to supply the money, the ships,
the guns, the munition and the food. It is
a tremendous task. We must do it as our
fighting men do theirs. Our duty is clear
—Victory Bonds are the weapons with
which we at home can strike and strive for
Freedom.

Make it a smashing blow to Victory.

Lend The Way They Fight

Buy all you can.

Space donated by

H. Walker & Son The House
of Quality **Guelph, Ont.**

Canada Food Board License Nos. 3-090, 3-204

WETHEY'S

Mince Meats

(both Condensed and Bulk)

always lead

—

When buying

insist

on this brand

Canada Food Board License No. 14-128

Short of Help? Too Bad!

But labor is scarce everywhere. The young men—most of them—are in khaki. And there you are.

Yet the man you need is somewhere—probably behind a counter or desk, and in the grocery business, wholesale or retail. He'll go to you if the call is loud enough.

Perhaps you can get him with a whisper. Never can tell what makes some men restless.

It's clearly up to you to use a dollar or two to advertise. Use CANADIAN GROCER—2 cents a word. If you know any better paper, use it.

All we know is that CANADIAN GROCER gets into 5,300 grocery stores and establishments all over Canada. No one daily newspaper—no other publication—can make, truly, the same statement.

The chances are that you'll find the man you want in a grocery store or office. If he's there now, and you get him, he'll probably be a trained man, and you you'll get value out of him from the start.

Don't rest on one insertion. It isn't experience to get what you're after the first crack out of the box. The best men are hardest to budge.

Make your advertisement explicit. Make it brief. Use a box number if you like. The big thing is to try, and try and try.

Our business is to carry your advertisement to likely men. It isn't our business to get replies for you. Yet the chances are that you'll get replies—first week of trying.

Rates—2c per word first insertion, and 1 cent per word each subsequent insertion. Five cents extra per insertion if replies are to be sent in our care to a Box Number. Invariably in advance.

CANADIAN GROCER

143-153 University Avenue

TORONTO

INDEX TO ADVERTISERS

A		M	
Acadia Sugar Co.	4	Maclure, A. M., & Co.	11
B		Mackay Co., Ltd., John	13
Bain, Donald H., Co.	11	MacLeod & Co., D. J.	11
Borden Milk Co.	1	Maclure & Langley	12
Boxer, Ltd.	9	Magor, Son & Co., Ltd.	18
Business Systems	44	Mann, C. A., & Co.	55
C		Marsh Grape Juice Co.	13
California Associated Raisin Co.	9	Marshall, H. D.	13
Canada Nut Co.	14	McBride Bros.	8
Clark, W., Ltd.	7	Miller Bros. Co.	49
Connors Bros.	40	Mathieu, J. L.	52
Chilliwack Evaporating & Packing Co.	15	Midland Vinegar	49
Cockburn Co., F. D.	11	Mount Royal Milling Co.	49
Canadian Sat. Co.	52	N	
Cayoquot Sound Canning Co.	14	National Cash Register Co.	16
Coward, Fred	42	Nagle & Co., N. (Volpeek) ..	56
D		Nelson, C. J.	14
Davies, Wm., Co.	41	Nootka Packing Co.	15
Dayton Scale Co.	47	Nutrient Food Co.	55
Defiance Packing Co.	15	O	
Duncans, Ltd.	53	Oakeys, John, & Son, Ltd.	49
E		Oceanic Oyster Co.	48
Eckhardt, H. P., & Co.	51	Oury, Millar Co.	48
Egg-O Baking Powder	18	P	
El Roi-Tan, Ltd.	14	Patrick, W. G., & Co.	3, 12
Elliott, W. F.	12	Paturel, Emil	49
Escott, W. H., Co.	10	Pennock, H. P., & Co., Ltd. ..	10
Eddy, E. B., Co., Front cover and 5		Perry, H. L., & Co.	10
Estabrooks, Ltd., T. H.	17	Pullan, E.	55
F		R	
Fairbanks, N. K., Ltd.		Releg Co., Ltd.	42
Inside back cover		Rock City Tobacco Co.	
Freeman & Sheely	13	Inside back cover	
Furnivall-New, Ltd.	9	Rose & Laflamme, Ltd.	13
G		S	
Gaetz & Co.	13	Sarnia Barrel Works	55
Genest, J. R.	13	Scott, Ltd., A. B.	49
Gillespie Co., The Robt.	14	Scott-Bathgate Co., Ltd.	10
Grant, C. H.	11	Shaw & Ellis	40
Griffin & Skelly	Back cover	Spratts, Limited	9
Gray, John & Co. Inside front cover		Schofield & Beer	13
H		Stevens-Hepner Co.	54
Hargraves, Canada, Ltd.		Sutcliffe & Bingham	17
Inside front cover		Sunset Soap Dye Co., Inc.	46
Hart, C. B., Reg.	13	T	
Hills Bros.	44	Tobin, J., & Son	56
I		Toronto Salt Works	55
Imperial Rice Milling Co.	15	Trent Mfg. Co.	55
Imperial Extract Co.	42	Thompson, E. B.	55
J		Thompson & Co., G. B.	11
Jones Packing & Provision Co.	12	Turten, J. E.	13
Jones, C. & J.	56	Toronto Pottery Co.	55
K		V	
Kavanagh Co.	55	Vogans, Ltd.	55
Kearney Bros.	8	W	
Kelly Confection Co.	4	Walker, Hugh, & Son	53
L		Watford Mfg. Co. Inside front cover	
Lambe, W. G.	12	Watson & Truesdale	11
Lemon Bros.	44	Wethey, J. H., & Co.	53
Little Bros., Ltd.	14	White & Co.	53
		White Cottell's	55
		Williams Storage Co.	11
		Woods, Walter, & Co.	48

BUYERS' DIRECTORY

Latest Editorial Market Information and Guide to Buyers.

Vogan's

Overseas
CAKE

Put up in one pound packages.

Order from your jobber to-day.

VOGANS, LIMITED TORONTO



**JARS AND
BUTTER CROCKS**

Are needed in every household. We can supply you with the kind that sells. Write for price list now to

The Toronto Pottery Co.
LIMITED
Dominion Bank Bldg., Toronto

BARRELS

(The best shipping package.)

We make them all sizes and for all purposes. For Apples, green or dry; Cereals. Crackers, Bottles, Candy, Spices, Hardware, Meat, etc.

Get our prices.

THE SARNIA BARREL WORKS, SARNIA, ONT.

We are now located in our new and more spacious warehouse at

60-62 JARVIS ST.

TORONTO SALT WORKS

GEO. J. CLIFF

**WHITE COTTELL'S
BEST ENGLISH MALT VINEGAR
QUALITY VINEGAR**

WHITE COTTELL & CO.

Camberwell, London, England

Agent:

W. Y. COLCLOUGH, 53 Silver Birch Avenue
TORONTO

BUYERS' DIRECTORY (Market Briefs)

A general stiffening of prices on raisins is in process of being accomplished owing to the fact that further exports from the United States are prohibited. The announcement from Washington that all licenses had been cancelled for raisins and that an embargo on export, extending to practically all dried fruits, had been issued was anything but welcome news to the trade this week. Evaporated apples, and orange, lemon and citron peel are not included in the list items which represent a small proportion of the tonnage of dried fruits when classed with prunes and raisins. The position of dates is still somewhat uncertain though it seems possible these may also be included in the list.

* * * *

Coffee rules with a decidedly firm undertone and the outlook has an uncertain feature in regard to securing further supplies. Present stocks are sufficient until the first of the year, it is thought, but that they will extend very far beyond that period seems unlikely. The Brazilian market is very strong and indications are that it may stay that way, the possibilities of trade with belligerent countries following peace, which it seems cannot be so far off, being the chief factor to bring about in present conditions. Buying on the present basis Brazil would mean about a five-cent jump in coffee, and this may be the advance or even more to be faced early in the new year.

MINCEMEAT

Write, wire or telephone for quotations for prompt or fall delivery.

E. B. THOMPSON

20 Front Street East, Toronto

30 DOZ. CASE FILLERS
ONE DOZ. CARTON FILLERS
¾-INCH CUSHION FILLERS
CORRUGATED FLATS

The TRENT MFG. CO., Ltd.
PRENTON - - - ONTARIO

CHOCOLATTA

contains chocolate, milk and sugar in powdered form.

Makes a delicious drink served hot or cold. Suggest it to your customers for Home and Overseas.

NUTRIENT FOOD CO., TORONTO

DRING SAUSAGE

Montreal and Quebec Province Grocers, attention—We are the only manufacturer of this most delicious sausage. We deliver in lots of 5 lbs. or more, to all Montreal Grocers and Butchers.

KAVANAGH PROVISION CO.,
372 Bleury Street, Montreal

Telephones: Uptown 4620-4621, Night Up, 1980. Canada Food Board License No. 9-960

SUGAR BAGS

With or Without Liners

E. Pullan, Toronto

GROCERS & BUTCHERS

Buy the Best

FANCY DRESSED POULTRY,
SELECTED EGGS, CHOICE DAIRY
AND CREAMERY BUTTER

C. A. MANN & CO.

LONDON, ONTARIO

"Canada Food Board License No. 7-078"

These one-inch spaces
only \$1.25 per insertion
if used each issue in the
year.

All these ads will have
position on a live page
each week containing
reading matter.

Wanted

CLASSIFIED ADVERTISING

Advertisements under this heading 2c per word for first insertion. 1c for each subsequent.

Where replies come to our care to be forwarded, five cents must be added to cost to cover postage, etc.

WANTED

DEAD STOCK OF PATENT MEDICINES, drugs and sundries bought or exchanged. Write The Drug Exchange Co., P.O. Box 1343, Montreal, Que.

SALESMAN WOULD LIKE HIGH GRADE lines for Quebec city and district. Address, Box 65, St. Rochs, Quebec.

AGENCIES WANTED

GROCERY LINE WANTED ON COMMISSION by a traveller having a large experience with the wholesale grocers, the best retail grocers and also confectionery trade. Have sold English and American lines in the Provinces. I have Canadian lines but need another. References if necessary. Traveller, Box 475, Truro, N.S.

HAVE YOU KNOWLEDGE ALONG SOME special lines useful in the grocery business, such as Window Display, Card-Writing, Tea Blending, etc.? Men who are experts in any line are always in demand. Use Want Ad. page of The Canadian Grocer, with its Dominion-wide distribution, as the medium through which you offer your services. Try a condensed ad. Rates, payable in advance, are 2 cents per word first insertion, and 1 cent each additional, with charge of 5 cents extra per insertion for Box Number

FIXTURES FOR SALE

EVERY MERCHANT WHO SEEKS MAXIMUM efficiency should ask himself whether a Gipe-Hazard Cash Carrier, as a time and labor saver, is not worth more than the high-priced labor which it liberates. Are you willing to learn more about our carriers? If so, send for our new catalogue J. Gipe-Hazard Store Service Co., Limited, 113 Sumach St., Toronto.

SIDE-LINE FOR TRAVELLERS—Information wanted from small towns regarding new building. Will not interfere with your regular business. We don't ask you to sell anything—merely to acquire information. Commission paid for each report. We supply forms and postage. Apply stating route and how often covered. Box 452, Canadian Grocer, Toronto.



VOLPEEK
MENDS HOLES in
POTS & PANS

Get a Share of the
Vol-Peek Demand

Vol-Peek is a splendid little specialty that enables every housewife to mend leaky pots, pans, etc., quickly and easily and without the aid of any tools. At a cost of about 1/2 cent a mend!

Show Vol-Peek on your sales counter. There's a good profit on every sale and Vol-Peek always satisfies.

At your wholesaler or from us direct.

H. NAGLE & CO.
Box 2024 - - Montreal

fifteen cents

KINDLY MENTION THIS PAPER
WHEN WRITING ADVERTISERS

FOR SALE

CASH GROCERY BUSINESS AVERAGING \$450 weekly. Dwelling and store combined. Box 440, Canadian Grocer.

FOR SALE—SPLENDID GROCERY STOCK. Doing a flourishing business. Centrally located in Sault Ste. Marie. Immediate possession. Ill-health reason for selling. Box 445, Canadian Grocer.

FOR SALE—GENERAL COUNTRY STORE IN best mixed farming district in Alberta, post office attached, on Canadian Northern Railway. Established eight years. Good reasons for selling. Turnover \$15,000.00. Stock \$3,500.00. Store, warehouse, stable and house. This business can easily be doubled. Apply Box 448, Canadian Grocer.

SITUATIONS VACANT

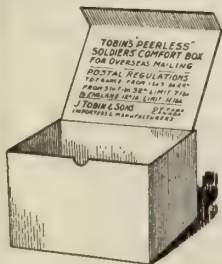
EXPERIENCED CLERK WANTED FOR GEN- eral store. Apply stating experience and salary. MacNaughton Bros., Mossbank, Sask.

WANTED—EXPERIENCED MAN FOR GEN- eral store. Good wages to right man; also lady clerk. H. E. Braden, Calabogie, Ont.

SITUATIONS WANTED

GROCERY CLERK, 15 YEARS RETAIL EX- perience, open for position, references. Box 450, Canadian Grocer.

YOU MAY BE ENLARGING YOUR STORE and probably have some fixture which will be of no further use to you, but could be used by someone else. Do not let the value of them be lost to you. Describe the article you have for sale as condensed ad. in Canadian Grocer. Rates, payable in advance, 2 cents per word first insertion and 1 cent per word for each subsequent insertion with 5 cents per insertion extra for box number.



"Peerless" Overseas Mailing Boxes

BULLETIN NO. 6

Our advice, we are pleased to note, has been well taken up by the grocers in general throughout the country. Consequently we have had our hands full handing out orders to our shippers, going to all parts of Canada—one order from DAWSON, ALASKA (wonder when it will reach there). Somebody thinking of their soldierly boys even up there. We are thinking of how we are going to make stock go round. Oh, well, send in the orders! We will look after you.

PRICES have advanced a trifle only; but—

!!—NUF CED.

J. TOBIN & SONS

(Sons on Active Service)

OTTAWA, ONT.

"Golden Nut" PEANUT BUTTER

C. & J. JONES, WINNIPEG

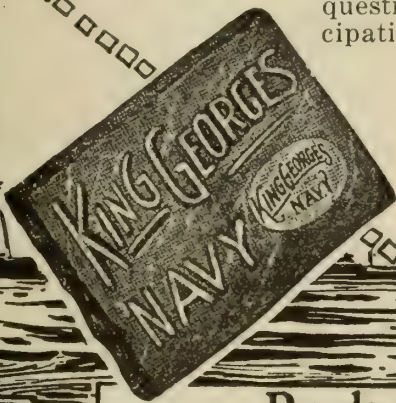
KING GEORGE'S NAVY

**CHEWING
TOBACCO**

The finest quality tobacco

The men of your town who look for and appreciate a chewing tobacco that is unquestionably superior will find their anticipations fully met by the splendid texture and flavor of King George's Navy.

No good grocer can afford to omit this popular line from his tobacco stocks.



Rock City Tobacco Co., Ltd.

*On a
busy Saturday
night, which would
you rather hand out—
an explanation or
Gold Dust?*



MADE IN CANADA

**THE N.K. FAIRBANK COMPANY
LIMITED MONTREAL**

Let the GOLD DUST
TWINS do your work.





- ¶ Just now give Griffin's Seedless Raisins prominence.
 - ¶ The Raisin without a peer.
 - ¶ Clean-Wholesome-Nutritious.
 - ¶ Sell them by the dozen.
-

VICTORY BONDS ARE A GILT EDGED INVESTMENT

CANADIAN GROCER

Member of the Associated Business Papers --- Only Weekly Grocery Paper Published in Canada
THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXXII.

PUBLICATION OFFICE : TORONTO, NOVEMBER 8, 1918

No. 45



This Poster Covers Canada

From the Atlantic to the Pacific, it is helping you to sell
"CROWN BRAND" and "LILY WHITE" CORN SYRUPS.

Do not worry if you cannot get Sugar

Tell your customers to use these Corn Syrups for cooking and
the table, as recommended by the Canada Food Board.

Let this poster and our newspaper advertising help you.

THE CANADA STARCH CO., LIMITED

MONTREAL

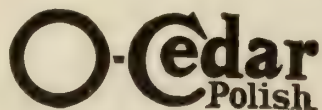
CARDINAL

FORT WILLIAM

Attract the Women's Trade

Many dealers have gone so far as to equip Women's Rest Rooms in their stores, in order to attract the trade of the fair sex.

You, too, can attract more women to your store by concentrating on window and store displays of such lines as O-Cedar Products.



The leading women's magazines of Canada, as well as a big list of important dailies, are teaching more women all the time, how they can lighten their household work by using O-Cedar Mops and Polish. They are familiar with the O-Cedar Trade Marks and Packages, and a good display of these products will at once gain their attention.

TRY IT NOW!

Order From Your Jobber.

CHANNELL CHEMICAL CO., Ltd.

369 Sorauren Ave., TORONTO

BUY VICTORY BONDS!



How some of the Toronto Stores advertise O-Cedar. Note the prominence and space they give a profitable product. They do not hide it at back of store or under counter.

PEANUTS

Write for
BEST CHINESE SHELLED
OF ALL GRADES

JAPANESE "CHERRY"
BRAND UNSHELLED

WALNUTS

BEANS

RICE

*DIRECT IMPORTERS
FROM
THE ORIENT*

FUJITA & CO., LTD.

VANCOUVER, B.C.

Head Office: KOBE, JAPAN.

Branches: NATE, YOKOHAMA, SEATTLE, TIENTSIN and TSINTOW

Snap 'Em On



Victory Bonds will put the Handcuffs on Kaiserism and Kultur.

Fight with your dollars. Put your money behind the uppercut we're handing the Hun. Buy Victory Bonds to-day—to-morrow—every day until the close of the campaign.

Remember—Victory Bonds are safe. You'll get a high rate of interest on your money, and the Bonds are saleable at any time.

Buy Bonds and Beat the Boche.

This space contributed by

Borden Milk Co., Limited

"Leaders of Quality"

MONTREAL

Branch Office: No. 2 Arcade Bldg., Vancouver, B.C.

Canada Food Board License No. 14-213

If any advertisement interests you, tear it out now and place with letters to be answered.



Back them with your Victory Bonds!!

THEY are willing to give their lives. You are not asked to make this sacrifice. You are not asked to give even your money—you are asked to **lend** it at a good rate of inter-

est, so that Victory and Peace may crown their efforts.

A lukewarm attack won't win a trench. A listless Victory Bond purchase won't be **your** full duty.

BUY VICTORY BONDS

until you **know** you're up to your limit. Make your dollars go "over the top."

And another thing—encourage your customers to use more wheat substitutes. Food and money are needed to win the war. Do your bit towards supplying both by suggesting a more general use of wheat substitutes and by buying and encouraging others to buy Victory Bonds.

The Quaker Oats Company

London Peterborough Sudbury Nepawa Saskatoon
C A N A D A



Our War and We Must Win It

Canadian vessels have been destroyed, Canadian soldiers and sailors killed and captured, and our casualty lists are being published, yet in the face of this many of us go on from day to day, living in an atmosphere of smug peace, making the war effort that comes to us, that is forced upon us, even as if we refused to realize that this IS our war and we must help to win it.



CANADIANS

Make CANADA greater
by buying

Victory Bonds

to your limit

Yours for success

H. P.

"Made in England."

"Enjoyed all over the world."

"Victory Bonds for Us— Victory Bonds for You"

"PLANS FOR THE WAR AFTER THE WAR"

COMMERCIAL problems on a scale never before witnessed will characterize the return of peace, even if we continue for another year or more of war. Canada must follow the example of England, France and the United States in preparation for the period of reconstruction.

Besides appropriation for the benefit of returned soldiers, Canada will very likely take into consideration such matters as: The financing and controlling of merchant marine, expansion of foreign trade, re-consideration of industry from a war to peace basis, creation of new and protection of existing industry, supervising of labor after demolition, extra production and fair distribution of raw materials and foodstuff and conservation of natural resources, inland export by rail and water, reorganization of telegraph and telephone systems.

These few points suggest tremendous readjustment which must ultimately be faced, without reducing in the slightest the war activities.

Merchants at large should follow the discussion of peace preparedness in this country and abroad and must seriously consider that things cannot return to their precise statute before the war, and therefore we must be ready to meet new conditions.

We have been following the increased business in this country and our immense buying power in the largest market of this country and abroad has enabled us to maintain an excellent service. Every wise retail grocer in Canada should maintain large stocks, and to obtain this aim should have business relations with firms who are in a position to supply their requirements and whose prestige is known all over this country and abroad. Place your business with firms who have the reputation of giving satisfaction.

The service we have given you for so many years is the proof of our ability to serve you well. Our policy has been to give satisfaction and to distribute promptly, and always at reasonable prices, due to our large organization.

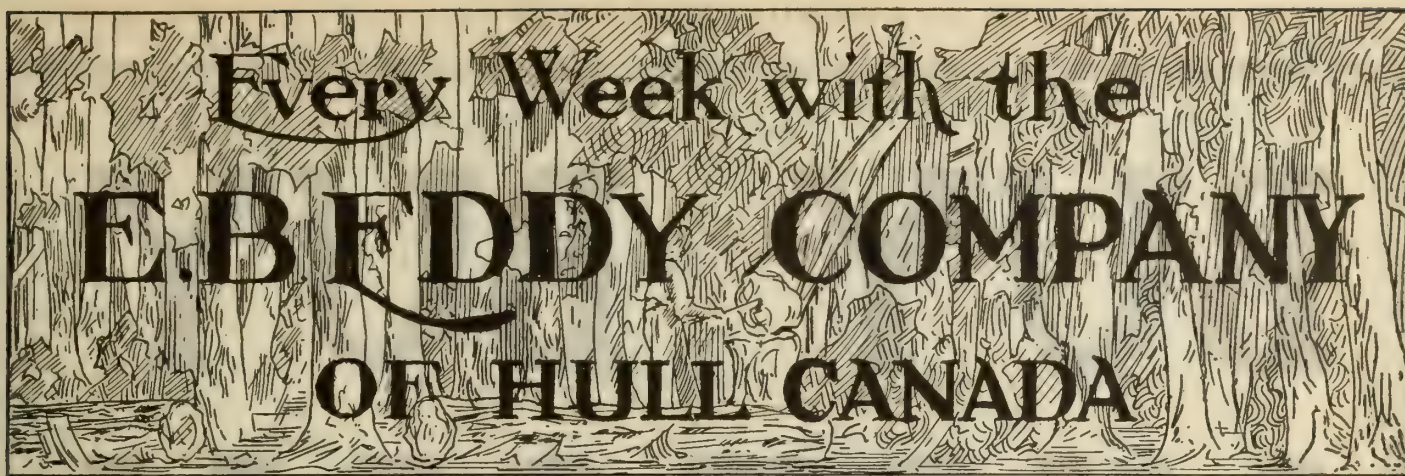
L. CHAPUT, FILS & CIE, LIMITEE.

ARMAND CHAPUT,

Montreal, October 19th, 1918

Vice-President and General Manager

Buy and Buy Victory Bonds



Story for Week Dated Nov. 8, 1918.

Being No. 7 in the Series

Matches That Burn Bright and Sure But Go Out Free From Spark or Glow

A MAN strikes a match and lights his pipe. There is a big, hot flame that does the work to perfection. He shakes out the flame and drops the match on the wooden floor at his feet, amongst sawdust, papers, or shavings. It falls there dead, black out, cold, and entirely freed from fire risk. That is an Eddy match, chemically self-extinguishing.

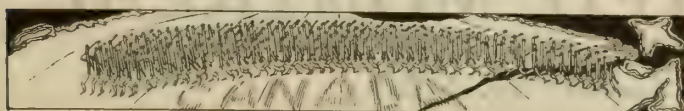
How is it done? How is the fire-peril taken from the match without impairing the fine flaming quality that makes it a good, serviceable pipe-lighter? Very simply, but the Eddy Company spent years of research, and many a dollar to secure that perfection of match-service plus match-safety that means the saving of millions to Canada through reduction of fire-losses.

Those specially selected blocks of match-wood about which you have read are carefully kiln-dried before they go to the great machines which convert them almost at one stroke into completed matches. Held in a vice-like clutch, they meet the swift attack of a many-edged cutter which makes them instantly into headless matches. Held firmly like bristles on a wide-travelling belt of metal, they plunge down a steep slope into the bath of chemical that makes the dry wood self-extinguishing. Up they sweep into the fine, dry air of the match-factory, and down again into the bath that makes them sure to flame on striking. On they march a headless army, but in a moment more they dive again into the thick paste of "sesqui" that adheres to form their heads.

Now they are real matches, but moist and clammy after their baths. To dry off they have a procession in graceful curves up and over and under the big revolving wheels of the mighty match-making machines that marshal them along seventy million strong every working day of the year. And then they go in a perfect torrent to the girls who box them.

Some Eddy Matches You Know

Eddy's Silent 5 Match
Eddy's Golden Tip Match
Eddy's Buffalo Match
Eddy's Home Match
Eddy's Domestic Match
Eddy's Red Bird Match
Eddy's Sesqui Match
Eddy's Safety Match
Eddy's Comet Safety Match
Eddy's Little Comet Match
Eddy's Safe-light Match
Eddy's Telegraph Match
Eddy's Safeguard Match
The Eddystone Safety Match
Eddy's Capital Safety Match
Eddy's Gas Lighter Match
Eddy's Silent 200 Match
Eddy's Eagle Parlor Match
Eddy's Royal George Match
Eddy's Tiger Match
Eddy's Silent Pony Match
Eddy's Everready Match
Eddy's Flaming Wax Vestas
Eddy's No. 1 Wax Vestas
Eddy's No. 2 Wax Vestas
Eddy's No. 5 Wax Vestas
Eddy's No. 9 Wax Vestas
Eddy's No. 13 Silent Wax Vestas



If any advertisement interests you, tear it out now and place with letters to be answered.

BUY BUY VICTORY BONDS



The War
is
Nearly
Won.
Help
Finish
It.



W. CLARK, LIMITED, MONTREAL

Canada Food Board License No. 14-216

SIR THOMAS LIPTON

TEA PLANTER CEYLON

Wrote

“Canada’s Victory Bonds spell victory for the country and safety for the buyer. What investment could be better? Every one with a level head and a loyal heart should buy War Bonds and go on buying.”

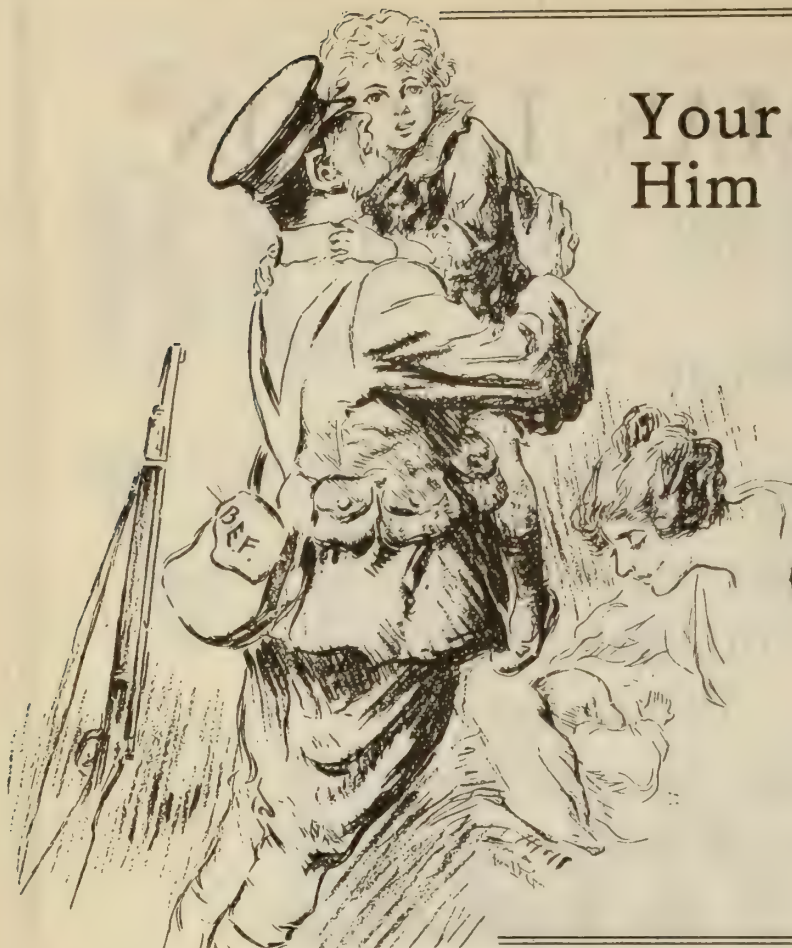


THOMAS J. LIPTON

Tea, Coffee and Cocoa Planters

CEYLON

Chief Office for Canada: 24 Front St. W., Toronto



Your Bond May Bring Him Home in Safety.

CANADIAN fathers are on the battle fronts of France. Many must fall; how many depend upon us who remain safely at home.

A single Victory Bond will help to save a soldier's life, **your** soldier's life, and bring him home to you—alive and victorious.

This Space Donated by

White & Co., Limited

Wholesale Fruits and Fish
Toronto and Hamilton

Canada Food Board License No. 277

Buy Victory Bonds

Buy Victory Bonds

Buy Victory Bonds Because

—Victory Bonds will hasten Peace with Victory.

—Victory Bonds will help make a prosperous Canada.

—Victory Bonds are a safe investment.

—Victory Bonds give you good interest on your money.

—Victory Bonds are marketable at any time.

Buy your Victory Bonds now if you have not already done so. See that your employees buy some.

Every Bond will help.

Buy Victory Bonds

WM. CANE & SON

NEWMARKET

ONTARIO

Lend
Him

A

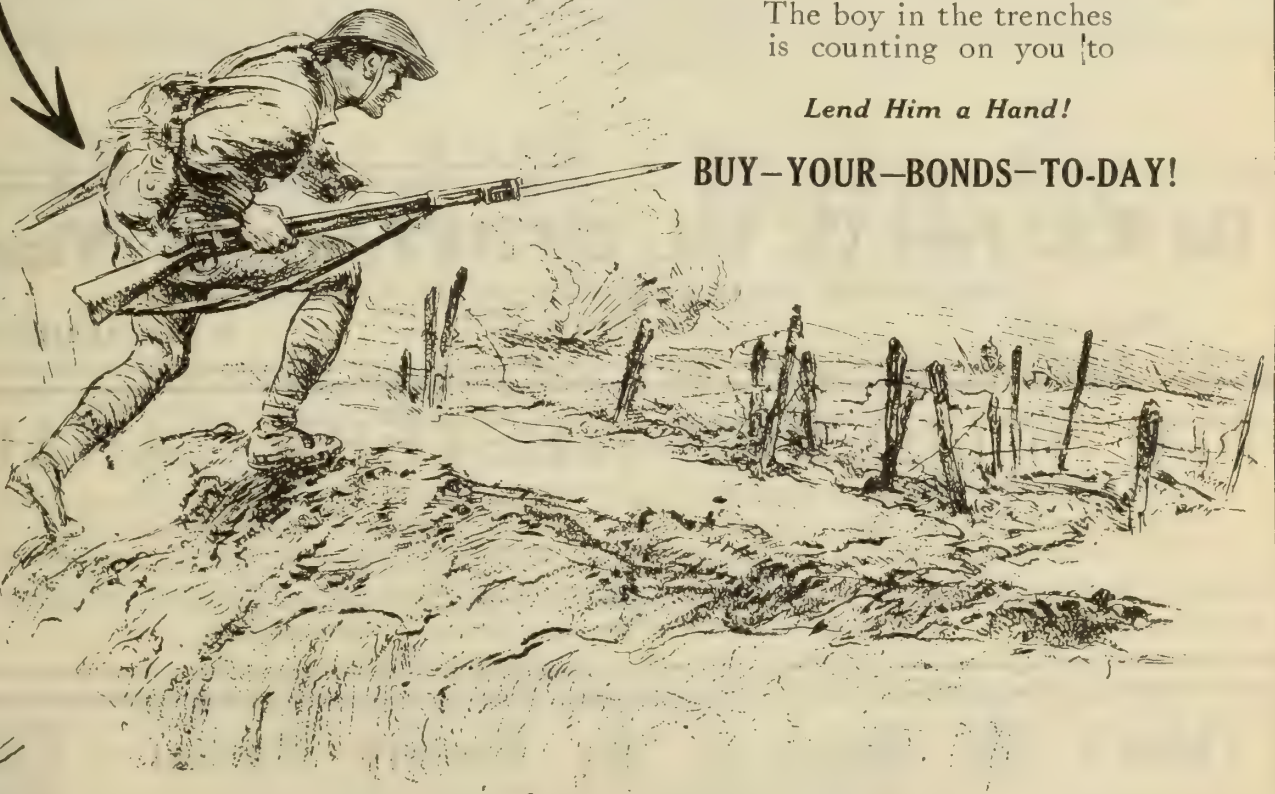
Hand—THIS Canadian lad of ours on the battle-fields of France. He's a lad to be proud of as fine a soldier as the world has ever seen. He will do his part, *but he is depending on you and me to help him to VICTORY.*

We have a splendid army of fighting men. We can make them the best equipped army in the world. We can make them invincible for the coming big offensives. United action by us means decisive action by them. This means VICTORY.

The boy in the trenches
is counting on you to

Lend Him a Hand!

BUY—YOUR—BONDS—TO—DAY!



CONNECTICUT OYSTER CO., LTD.

“Canada's Oyster House”

50 Jarvis Street

-

Toronto, Canada

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

The service department of Canadian Grocer will gladly assist manufacturers at home and abroad in making arrangements with the firms in all parts of Canada whose announcements appear on this page.

WESTERN PROVINCES

MANITOBA
SASKATCHEWAN

Wholesale Grocery Commission
Brokers

ALBERTA
WESTERN ONTARIO

H. P. PENNOCK & CO., Ltd.

Head Office: WINNIPEG Manitoba

We solicit correspondence from large and progressive manufacturers wanting active and responsible representation west of the Great Lakes. An efficient selling organization, and an old-established connection with the trade, place us in a position to offer you unexcelled facilities for marketing your products. Write us now.

"Always On The Job"

The H. L. Perry Co., Ltd., 214-216 Princess St., Winnipeg

As your Selling Agents, we can make a big success of your Account.

STORAGE

DISTRIBUTING

FORWARDING

SIX HOUSES IN WESTERN CANADA

W. H. ESCOTT CO., LIMITED

Winnipeg, Man.

W. H. ESCOTT CO., LIMITED

Calgary, Alta.

W. H. ESCOTT CO., LIMITED

Saskatoon, Sask.

W. H. ESCOTT CO., LIMITED, Fort William, Ont.

W. H. ESCOTT CO., LIMITED

Regina, Sask.

W. H. ESCOTT CO., LIMITED, Edmonton, Alta.

WHOLESALE GROCERY BROKERS, MANUFACTURERS AGENTS, IMPORTERS

Consignments Solicited

HEAD OFFICE: 181-183 Bannatyne Ave. East, WINNIPEG

Write Us

There's Big Money in the Western Market

And you can secure your proper share by having your product represented by a firm of established reputation.

We've got a splendid selling organization and twelve of our men are continually calling on the wholesale and retail trade throughout the West. Nine of them are doing retail work.

If you're looking for good results, connect with us now.

Scott-Bathgate Co., Limited

Wholesale Grocery Brokers and Manufacturers' Agents

149 Notre Dame Ave. E., Winnipeg



MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

PUGSLEY, DINGMAN CO., LIMITED
JOHN TAYLOR & CO., LIMITED
ETC., ETC., ETC.

We represent some of the best manufacturers,
of whom the above are examples. We will
give your line the same attention.

F. D. COCKBURN CO.
WINNIPEG

G. B. Thompson & Co.

Wholesale Commission Brokers and
Commission Agents

We can handle a few more good lines.
Storage Warehouses and Transfer Track.
149 Notre Dame Ave. E. - WINNIPEG
Established 1898.

D. J. MacLeod & Co

Manufacturers' Agents
and Grocery Brokers
EDMONTON, ALTA.

Open to negotiate for new lines in Alberta.
Our staff calls on wholesale trade and does
detail work.

A. M. Maclure & Co.

MALTESE CROSS BUILDING
WINNIPEG

IMPORTERS, BROKERS
MAN'F'S. AGENTS
GROCERY, DRUG AND
CONFECTIONERY
& SPECIALTIES

C. H. GRANT CO.

Wholesale Commission Brokers and
Manufacturers' Agents

1206 McArthur Bldg., Winnipeg
We have the facilities for giving manu-
facturers first-class service.

Winnipeg Warehousing Co.
Winnipeg

Prompt and Efficient
SERVICE

Ship your consignments in our care.
We have adequate trade facilities to
handle any amount of business
promptly. Goods distributed in Win-
nipeg or re-shipped to points west.

**WAREHOUSING
DISTRIBUTING
STORAGE**

WATSON & TRUESDALE

Wholesale Grocery Brokers and Manufacturers' Agents.

Have live men doing detail work throughout our territory. Manitoba
Saskatchewan and Alberta. They get the business, and can get it
for you. Write us, and we will explain our system.

156 LOMBARD STREET - - WINNIPEG, MANITOBA

Trackage
Storage
Distri-
bution

Donald H. Bain Co.

Wholesale Grocery Commission Agents

A sales force of competent men.

Ample capital—and the reliability that goes with it.

A record of results—and the prestige that follows it.

An energetic, result-getting organization—with satisfied clients to
prove it.

Are all at your disposal if WE represent you.

Every branch a business in itself, directed by capable, experienced
managers.

All varieties of Food Products.

If you want results get in touch with us.

Head Office: WINNIPEG

Branches—REGINA, SASKATOON, EDMONTON, CALGARY, VANCOUVER

Canada Food Board License No. 6-450

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

The service department of Canadian Grocer will gladly assist manufacturers at home and abroad in making arrangements with the firms in all parts of Canada whose announcements appear on this page.

ONTARIO

W. G. PATRICK & CO.
Limited

Manufacturers' Agents
and Importers

51-53 Wellington St., W. Toronto

MACLURE & LANGLEY
Limited

Manufacturers' Agents
Grocers, Confectioners and Drug
Specialists

12 Front Street East Toronto

W. F. ELLIOT

Importer & Manufacturers' Agent
(Cor. Leith and Hardisty Sts.)

FORT WILLIAM, ONT.

Established 1909.

W. G. A. LAMBE & CO.
TORONTO

Established 1885

SUGARS

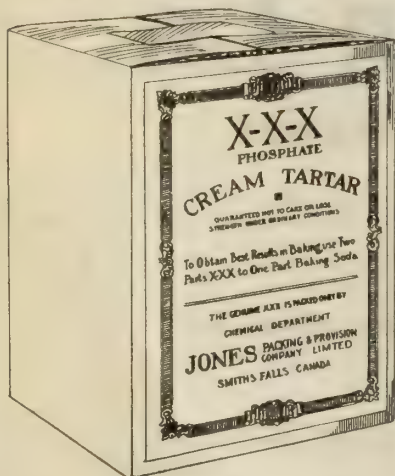
FRUITS

X-X-X

PHOSPHATE CREAM TARTAR

Formerly only sold in Bulk,
NOW offered to the Grocery
Trade in Five and Ten Pound
Cartons.

To avoid unsatisfactory substitutes
look for this label on the package.
Insist on the Genuine X-X-X.



Order from your Wholesaler,
or direct from

The Jones Packing & Provision Co.
(Chemical Department) Limited
SMITH'S FALLS, ONTARIO

License No. 13-126

Apples

Let us look after your
requirements. We
handle the Famous

GEORGIAN BAY

BRAND APPLES

Fine, sound fruit that
will be appreciated by
every customer.

We invite correspondence.

LEMON BROS.
OWEN SOUND, ONTARIO

Canada Food Control License No. 182

YOUR Advertisement in
this paper will get you
results. **TRY IT.**

LOGGIE, SONS & CO.

Merchandise Brokers and
Manufacturers' Agents

Grocery, Drug and Confectionery
Specialties.

Foy Bldg., 32 Front Street W
TORONTO - - ONTARIO

Baker's Cocoa and Chocolate



REGISTERED
TRADE-MARK

MAKE AND
KEEP GOOD
CUSTOMERS

They are most
reliable goods
sold with a positive
guarantee of
purity and superior
quality; put up in conformity
with the Pure Food
laws; are readily sold, giving
a quick turnover of
stock.

MADE IN CANADA

WALTER BAKER & CO. Limited
Montreal, Can. Dorchester, Mass.

Established 1780

Canada Food Board License No. 11-690

"Golden Nut" PEANUT BUTTER

C. & J. JONES, WINNIPEG

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

The service department of Canadian Grocer will gladly assist manufacturers at home and abroad in making arrangements with the firms in all parts of Canada whose announcements appear on this page.

QUEBEC

ROSE & LAFLAMME
LIMITED
Commission Merchants
Grocers' Specialties
MONTREAL TORONTO
Canadian Food Control License Nos. 6-236/7/8

J. R. GENEST
CORN and CORN PRODUCTS—PEAS
Grain, Flour and Feed—Wholesale only
Grocers' Specialties
BOARD OF TRADE BUILDING, MONTREAL

JOHN E. TURTON

Wholesale Grocery Broker

MONTREAL

H. D. MARSHALL

Wholesale Grocery Broker

OTTAWA MONTREAL HALIFAX

If you have a business to dispose of, or are in need of efficient help, try a Want Ad. in Canadian Grocer, and let it assist you in filling your needs.

FREEMAN and SHEELY

Wholesale Grocery Brokers

St. Nicholas Bld. - Montreal

MARITIME PROVINCES

C. B. HART, Reg.

Montreal, P.Q.

Grocery and Chemical Brokers
Commission Agents

Schofield & Beer, St. John, N.B.

Commission Merchants

Agents for: Acadia Sugar Refining Co., Ltd., of Halifax, N.S.; W. C. Macdonald, Regd., Montreal, P.Q.; F. W. Berk & Co., London, Eng.; The T. Upton Co., Ltd., Hamilton, Ont.

GAETZ & CO.

MANUFACTURERS' AGENTS AND
GROCERY BROKERS

47-49 Upper Water St., Halifax, N.S.

Get stocked now with MacKay's Pearl Barley Flour

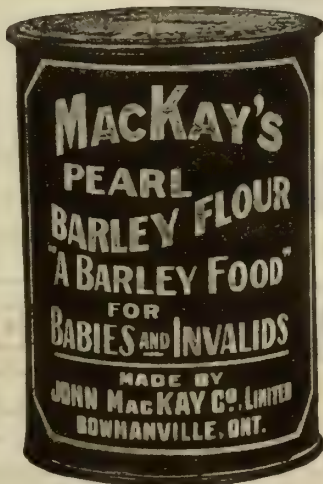
This is a delicious, nourishing BARLEY FOOD that's easy to sell and certain to satisfy.

For Infants, Invalids and Aged People it is particularly suitable. The nursing mother's best friend.

Very desirable in the kitchen for thickening soups and gravies. Gives them a delightful flavor.

It's the real
MacKay

If your wholesaler hasn't got MacKay's write to-day to



Recommended by Dr. McGill, the
Dominion Chief Analyst, Ottawa

John Mackay Co., Limited

BOWMANVILLE, ONT.

Only Exclusive Pot and Pearl Barley Mill in Canada

MARSH'S Grape Juice

—the unfermented
Juice of Choice
Concord Grapes

Keep Marsh's in front and watch your profits grow. The best beverage for the social season.

Stock our unfermented Port Wine and Unfermented Black Cherry Wine.

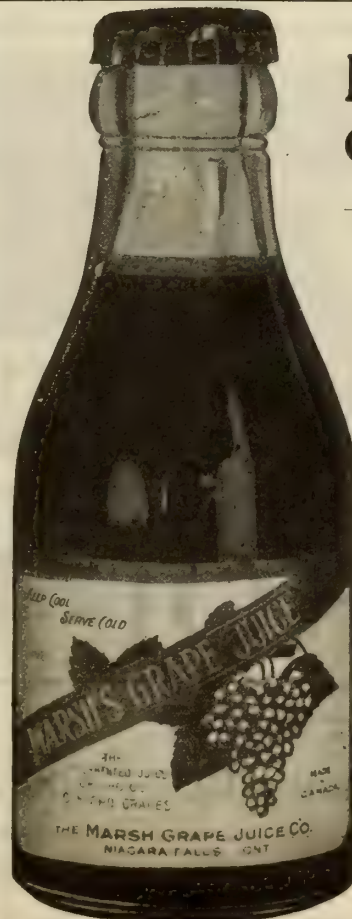
The Marsh Grape Juice Company

Niagara Falls, Ontario

Agents:

MacLaren Imperial
Cheese Co., Ltd.,
Toronto, Ont.

Rose & Laflamme, Ltd.,
Montreal, Que.



MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

The service department of The Canadian Grocer will gladly assist manufacturers at home and abroad in making arrangements with the firms in all parts of Canada whose announcements appear on this page.

BRITISH COLUMBIA

Squirrel Brand PEANUT BUTTER

C. T. NELSON GROCERY BROKER

105 Hibben-Bone Bldg., Victoria, B.C.
In touch with all British Columbia wholesalers and jobbers, and can place your line to best advantage. Live men calling on retail trade.
Victoria Vancouver

SAY YOU SAW IT
IN CANADIAN GROCER
WHEN WRITING TO
ADVERTISERS


W. L. MACDONALD & CO.

*Manufacturers' Agents
and Importers*

736 Rogers Bldg. VANCOUVER, B.C.


LITTLE BROS. LTD., VANCOUVER, B.C.

Established 15 Years. Live Staff of Salesmen. First-Class Storage and Warehouse Facilities.
We can place one or two good specialty lines on the B.C. market. If you want live representation, write us to-day.



ALBATROSS BRAND
TRADE MARK
CLAYOQUOT SOUND CANNING CO. LTD.
J. L. BECKWITH, AGENT
VICTORIA, B.C.

**FRESH
BRITISH COLUMBIA**



PILCHARD
(FRESH CONTAINS 1/2 DOZEN, 1/4 DOZEN, 1/8 DOZEN)

DIRECTIONS
WHEN REQUIRED
HOT PLACE THE
CANS BEFORE BEING
OPENED INTO
BOILING WATER
FOR TEN
MINUTES

Your Customers Will Like ALBATROSS BRAND PILCHARD

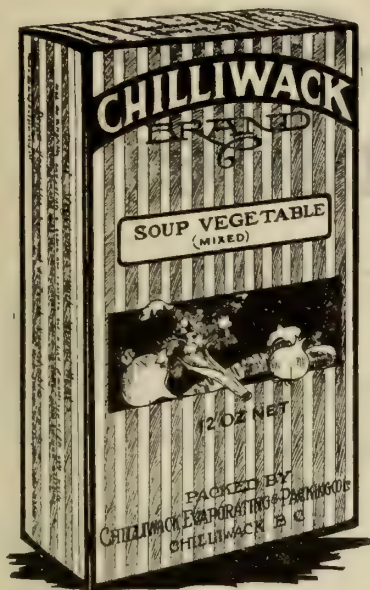
It is a wholesome and delicious Sea Food and with the prevailing big demand for fish dealers will find Albatross Brand Pilchards a quick-mover and a good money-maker, too.

Clayoquot-Sound Canning Co., Ltd.
J. L. BECKWITH, Agent
VICTORIA - B.C.

EL ROI-TAN PERFECT CIGAR

Please Mention this Paper when Writing to Advertisers

**When fresh vegetables
are scarce**



comes a big call for such a delicious line as Chilliwick Brand Julienne.

Evaporated potatoes, carrots, turnips, onions, peas and beans are scientifically mixed to produce this delightful vegetable soup. It can also be used for boiled vegetable dinners.

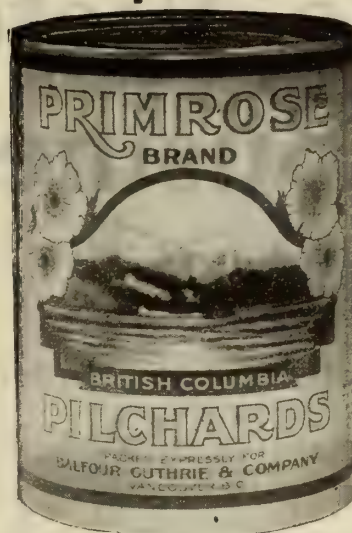
Remember — it has the same flavor as fresh picked garden vegetables.

Your jobber will supply you.

**CHILLIWACK EVAPORATING
& PACKING COMPANY**

415 Dominion Bank Bldg., Vancouver

**“PRIMROSE”
PILCHARDS**



*Strictly Prime
Quality*

Ocean Caught

Packed Only By Hand

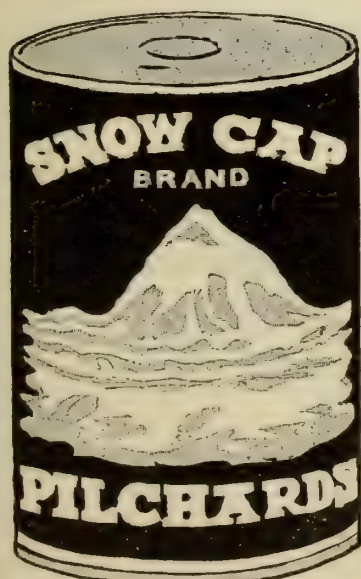
Rich in flavor, and high
in food value.

Defiance Packing Co., Ltd.
Head Office: VANCOUVER, B.C.

Canneries at West Vancouver and Port
Renfrew, B.C.

Sales Agents: Balfour, Guthrie & Co.
Vancouver, B.C.

**Salmon
Commandeered**



Packed in 1 lb. Talls
and 1-2 lb. Flats
Sold by Your Jobber

**SNOW CAP
BRAND
PILCHARDS**

are more delicious than
SOCKEYE
and are less than half the
price.

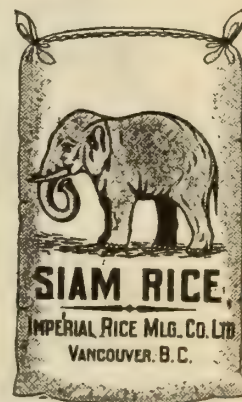
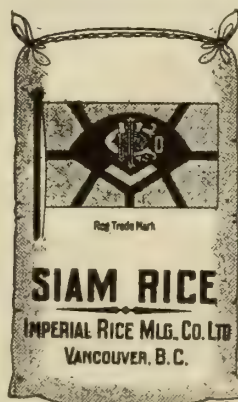
For Salads and
Sandwiches
*They are More
of a Dainty
Than Tuna
Fish*

**“Snow
Cap”**

is Hand Packed
by

The Nootka Packing Co., Ltd.
NOOTKA, B.C.

**Imperial Rice Milling
Co., Ltd.**
VANCOUVER, B.C.



**We are offering the best value
in Rice on the Canadian
market to-day.**

The Victory Loan: A Business Builder

All the money subscribed to the Victory Loan is spent in Canada.

It is distributed direct to **YOUR** customers.

By making possible the placing of big orders for munitions and other supplies, the Victory Loan keeps the workers in every trade employed at good wages.

By financing Britain's purchases of farm products, the Victory Loan gives the farmers a market for their crop at good prices.

This healthy condition of business brings immediate benefit to every man engaged in the retail trade.

The Victory Loan circulates money among all classes, and much of it must find its way across your counter.

Buy Victory Bonds to insure Canada's continued prosperity.

Buy Victory Bonds to stimulate your own business.

Buy Victory Bonds and encourage your customers to buy Victory Bonds, because healthy business conditions are necessary to enable Canada to successfully maintain her efforts to win the war.

Issued by Canada's Victory Loan Committee in Co-operation with the Minister of Finance of the Dominion of Canada.

"Over the Top"

Our town went over the top with a rush the first day of the canvass for the sale of Victory Bonds.

Help your town go over too.
Buy to your utmost

Stevens-Hepner Company
Limited
Port Elgin Ontario



Cranberry Special THIS WEEK

CAPE CODS—Large, Firm, Red Berries

EMPEROR GRAPES
Boxes

FLORIDA ORANGES CALIFORNIA LEMONS

FLORIDA GRAPE FRUIT

YELLOW DANVER ONIONS BANANAS, etc.

We strongly recommend the advisability of placing your order for Xmas requirements as early as possible to ensure best selection. We guarantee you every satisfaction.

McBRIDE BROS.
35 Church Street, Toronto

Canadian Food Control License No. 3-027 and 3-028

LEND FOR THE VICTORY LOAN

DOMINION CANNERS, LIMITED
HAMILTON - CANADA

Canada Food Board License No. 14-12

I Am Public Opinion



All men fear me!

I will judge you not by an allegiance expressed in mere words.

I will judge you not by your mad cheers as our boys march away to whatever fate may have in store for them.

I will judge you not by the warmth of the tears you shed over the lists of the dead and the injured that come to us from time to time.

I will judge you not by your uncovered head and solemn mien as our maimed in battle return to our shores for loving care.

But, as wise as I am just, I will judge you by the material aid you give to the fighting men who are facing death that you may live and move and have your being in a world made safe.

I warn you—don't talk patriotism over here, unless your money is talking victory Over There.

I am Public Opinion!

As I judge, all men stand or fall!

I say to you—

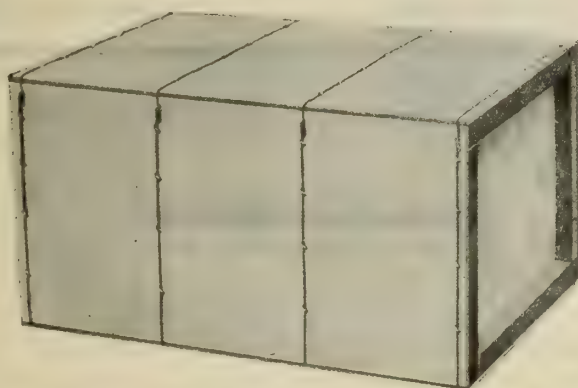
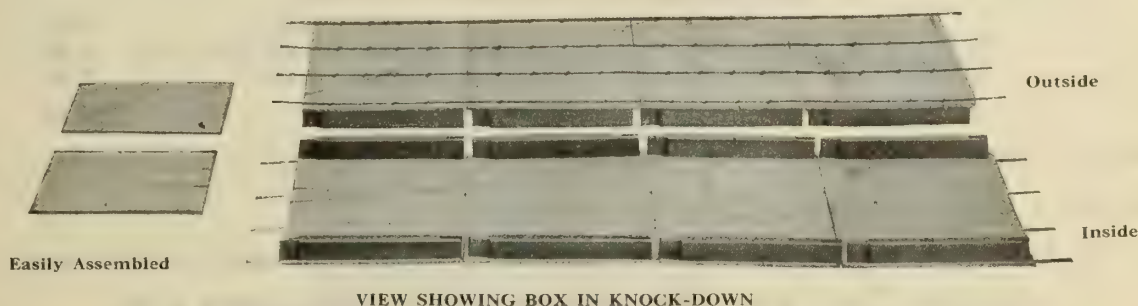
**BUY
VICTORY
BONDS**

This Space Donated by

JOS. WARD & CO.

Wholesale Grocers, General Produce, Flour and Feed Merchants, Also Agricultural Seeds
MONTREAL

How the 4-One Wirebound Box Helps Manufacturers and Shippers



It reduces freight charges by 50%.

It reduces storage space when stored in the knock-down.

It reduces complaints from customers; goods arrive in good condition.

It reduces claims, no more damaged goods while in transit.

Above we show you a 4-One Wire-bound Box. One view shows the box in "knocked down" condition, the other assembled ready for shipping. The principle of construction is such that external strain and bulging strain cannot injure contents.

That's why you will find 4-One Wire-bound Boxes the safest shipping method for your product, no matter what its nature.

We'll quote you prices and send you samples on request.

CANADIAN WOOD PRODUCTS
TORONTO LIMITED

BIG PROFITS ON DAVIS CIGARS

Retailer's profit on this order is \$11.24—equal to over 42.70%.

Messrs. S. Davis & Sons, Limited,
Box 630, Montreal.

Please send me, not later than by express prepaid, the assortment of 500 cigars, described below, value \$26.86.

Usual Selling Price	Quantity of Boxes	Brand	Price Per 1000	Wholesale Discount	Net
2 for 25c	2	50 NOBLEMEN	\$100.00	\$5.00 Less 10%	\$4.50
10c	2	100 PERFECTION	72.00	7.20 "	6.48
3 for 25c	2	100 GRAND MASTER..	64.00	6.40 "	5.76
30c	20	100 MIDGETS (5 in a box)	48.00	4.80 "	4.32
5c	1	100 LORD TENNYSONS	41.00	4.10 Less 5%	3.90
5c	1	50 Cables	40.00	2.00 "	1.90
					\$26.86

Business name Address

Send by Express

*If you send cash with order, deduct 2% cash discount and remit \$26.32 only.

SEND IN YOUR ORDER PROMPTLY

500



BUY AND HELP OTHERS TO BUY VICTORY BONDS

Upon the success of Canada's Victory Loan, 1918, depends the continuation of Canada's splendid war effort, and the business prosperity which is so essential to that effort.

Let every business man in Canada buy and help others to buy VICTORY BONDS.

**B. & S. H. THOMPSON
& COMPANY LIMITED
MONTREAL**

Branches: TORONTO WINNIPEG NEW GLASGOW, N.S.

Canadian Sales Agents: United States Steel Products Company
Exporters for American Sheet and Tin Plate Company

If any advertisement interests you, tear it out now and place with letters to be answered.

OVER THE TOP TO VICTORY



HE
GOES
"OVER"
WITH
GUN
AND
BAYONET

LET
US
GO
"OVER"
WITH
AN
OPEN
POCKET-
BOOK

Let your patriotism take a practical shape. Invest your dollars in your country. Canada is your security.

Every spare dollar is of draft age. Help Haig to hammer the Hun.

BUY VICTORY BONDS.

Space donated by

Walter Woods & Co.

HAMILTON and WINNIPEG



**STRENGTHEN
HIS ARM !!**

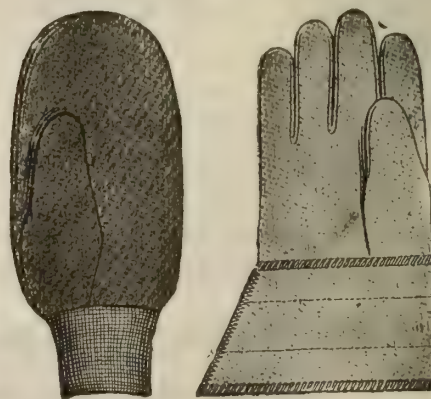
Buy Victory Bonds

Urge your customers to buy. There is no better or surer investment and an oversubscribed loan is an assurance of positive Victory.

Many of our customers will readily subscribe if they can be shown how they'll get along—how they'll save.

A display of TAPATCO Gloves will suggest work which makes for saving—tending the furnace, for instance. Talk to your customers about doing work of this kind and thus releasing money to buy Victory Bonds.

"TAPATCOS" are made in many styles to suit every requirement. Send in your order now.



The
American Pad & Textile Co.
Chatham - Ontario



We'll Go Over the Top! Will You?

Over There our men do not hesitate when they plunge "Over the Top" to victory or death.

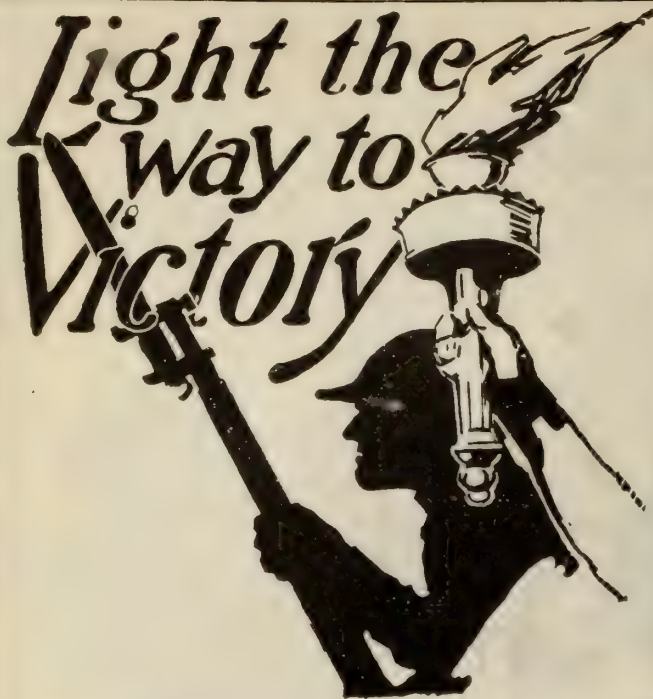
The same principles—the same love of country—the same anxiety to do *your* share, however small, should guide you now in the matter of the 1918 Victory Loan.

Canadians are to-day asked to loan for Victory, to loan for Continued Prosperity, to loan for Progress in time of peace. They can do this through the purchase of Victory Bonds. The security offered is Canada. Stake your all on Canada.

BUY YOUR BONDS TO-DAY

This space donated by

Furnivall-New, Limited
Hamilton



A Sacred Duty

We owe it to our children and our children's children that no power will be able to again plunge the world into the chaos of the past four years.

Only one thing can prevent such a disaster—**Money**.

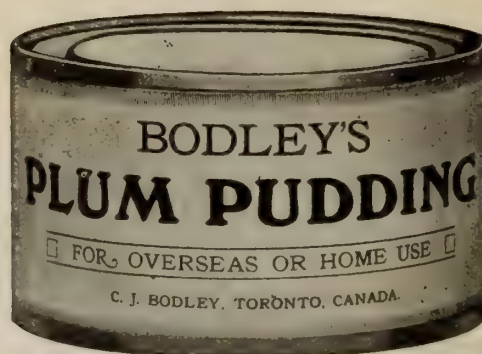
And it's this money that you're asked to **lend** now.

Every motive that inspires good citizenship calls Canadian Businessmen to be lavish in their purchase of **Victory Bonds**, and so insure their country's welfare and the welfare of their own business.

BUY AS MANY
BONDS
AS YOU CAN

This space contributed by

Anchor Cap and Closure Corporation
of Canada, Limited
50 Dovercourt Road TORONTO



Show these two now

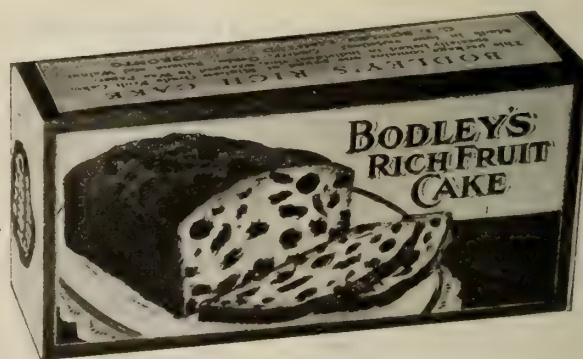
You'll find them worth showing. Every customer will approve of the quality and deliciousness of the Bodley lines.

BODLEY'S PLUM PUDDING and BODLEY'S RICH FRUIT CAKE

are particularly saleable during the Christmas shopping season.

And our prices are the kind that leaves the dealer a really worth while profit.

Write at our expense for quotation.



C. J. Bodley, Ltd.
TORONTO

Canada Food Control License No. 5-309

PATRIOTISM SHOULD ALONE BE SUFFICIENT TO INDUCE EVERY BUSINESS MAN TO BUY VICTORY BONDS TO HIS UTMOST, YET IF THERE WERE NOT A SINGLE PATRIOTIC REASON, WE WOULD RECOMMEND THE PURCHASE OF VICTORY BONDS SOLELY ON THE GROUND OF BUSINESS INSURANCE

T. H. Estabrooks Co., Limited

St. John Toronto Winnipeg Calgary

Canada Food Control License No. 6-275



It will prove itself

When Keen's Oxford Blue is displayed where your customers can see it they are reminded of the fact that this "Blue of Blues" has a record not excelled by any other.

Keen's Oxford Blue will prove its selling value. Keep it before your trade.



Magor, Son & Co., Ltd.

191 St. Paul Street, W., Montreal 30 Church St., Toronto

One of these good looking display cards will keep your stock of Keen's moving.

That's
the Best
News
you can
send
them—



Make
it come
true—
Buy
Bonds
to your
Limit

*This Space donated to the
Success of the 1918 Victory Loan by*

INGERSOLL PACKING COMPANY, LIMITED
INGERSOLL, ONTARIO

CANADIAN GROCER

Vol. XXXII.

TORONTO, NOVEMBER 8, 1918

No. 45

Increased Demands Following Peace

Many Manufacturers Believe Demand Will Increase After War, Owing to Need of Replacing Stocks Depleted During War Years—What This Will Mean to Prices

WHAT of prices after the war? This is a question uppermost now in the minds of business men all over the world. And Canada is no exception.

CANADIAN GROCER put the problem to a number of Toronto representative manufacturers, wholesalers and brokers for their opinions. The lines discussed were tea, canned goods, spices and currants. Here is what they say:

What About Tea?

W. B. Davies, of Thos. J. Lipton, stated there were very large stocks of tea in the United States, and prices there are lower than in Canada, which is something unusual. As soon as the war ends he considered they will want to get those stocks out; but then the eternal question of shipping will arise. Europe is bone-dry of tea.

"When I was in England last Spring" he added, "one could buy only two ounces at a time, and the price was six shillings a pound. Shipping people generally look for government control of shipping for at least twelve months after the war, and it seems very likely that that will happen.

"Europe will drain the supplies of India and Ceylon tea for some time after the war. The producers will be catering for that business, and we are not likely to get the same quantities as we did before the war.

"So far as the price is concerned, it may be recalled that when the war broke out, the price went up. Afterwards it receded. My opinion is that for some time after the war all staple lines of food will be government-controlled. This will cut out the exploiter and control the speculator, and will make a fair price for the retailer and consumer.

"Retailers have stocked up pretty heavily in the middle west, but in the east they are unloading stocks. People in Canada are beginning to become as scared of what the government may do in the way of control as they are in Great Britain; so they show a disinclination to buy heavily. There will likely be a shortage of good teas in Canada. In the extreme east and middle west Java teas are the predominant factor in the bulk of the packet teas sold.

Tea Prices Will Eventually Recede

P. C. Larkin, Salada Tea Co., believes that the shipping situation will be the main factor after the war. Some people think shipping will be as scarce for some time, at least as it is now, owing to the necessity of bringing home the troops. Nearly every ship will be taken on every route.

"There is a belief prevalent," he declared, "that there will be a great demand for tea from Europe. Already there is an assembling of tea at New York ready to ship to Holland, Norway, Sweden, Italy, France, and other parts of the continent. Some stocks which were offered for sale here have been withdrawn, and all stocks now in the United States and Canada could easily be absorbed by those countries without satisfying their wants. As for future prices, it is largely guesswork; with freights the controlling factor.

"Stocks in the hands of retailers are not large. My advice to them would be to buy from hand to mouth, and not be tempted to buy big lots. Things will get back to normal sooner or later. When prices are high is a good time to keep out of tea. So far as I am aware, no effort has been made by the wholesalers to limit stocks to retailers.

"Italy and Spain are not letting any tea in, as they need other things worse. All will want to buy tea as soon as the war ends; but the governments may not let it in even then. Eventually, of course, tea will be back to the old prices; but it is hard to say when. Freights must first come down. About 28 cents a pound on the present prices of tea goes for freight, duty and other war charges."

Production of Currants Uncertain

C.L. Marshall of C. L. Marshall & Co., stated to CANADIAN GROCER it was difficult to get a line on the current market. There is no direct information from Greece, and the trade is kept guessing as to what is going on behind the scenes.

"For the past two years" he said, "the actual price of the currants themselves has been less of a factor than the cost of freight in bringing them here. A fair retail price for currants considering all

costs is now around 35 cents. This has so curtailed demand that the consumption is not five per cent of normal. It is hard to say what the stocks in Greece may be. Until she got into the war herself, Greece was supplying everyone she could, allies, enemies and neutrals; and they are consuming currants themselves, something they do not ordinarily do, to any great extent. A good deal of the stock has probably been going into wine. The wine industry had developed greatly before the war, and imitation of every favorite wine on the market were produced, and so cleverly as to deceive experts. They even produced brandy from currants. They have been sending some of this to the United States and to various European countries.

"In the past two years, they have exported practically nothing to Canada, and only about twenty per cent. of normal to the United States. It is known that production has fallen off very considerably. Labor has been scarce and high; and the shortage of chemicals for spraying has resulted in a great deal of disease to the vines.

"Previously to the organization of the Retention Company, about ten or twelve years ago, the currant industry was in a very chaotic condition. The government of Greece stepped in and gave a franchise to this British Company which, by regulating supply and demand, and using its surplus in the manufacture of wine, has been very helpful to the industry while it has treated the trade fairly. It will probably be a long time before the vineyards recover from lack of attention and disease; and the crop will likely be short for some years after the war. We know nothing at all about this year's crop, of which practically none has been exported. There is no stock to speak of in the hands of retailers, and unless freight rates go down, there will not likely be any drop in prices.

"Latterly, the trade has turned largely to small California raisins, which have proved a fair substitute. They were selling at about half the price of currants, but since the embargo was placed on them they have gone up in price. Bakers have been using them for the past year or two,

BELIEVE IN YOUR COUNTRY ENOUGH TO INVEST IN IT. BUY BONDS.

and it may be a question whether they will go back to currants again."

Stable Market Predicted for Canned Goods

Walter Lumbers of James Lumbers Co., wholesale grocers, said that when the war ends it would not be surprising if there should be some symptoms of panic, with prices temporarily receding, and strengthening later on. People will get panicky and sell, in quite a few lines handled by grocers.

"So far as canned goods are concerned" he declared, "there has been a short delivery on several lines, and the demand is strong. Canned goods are not affected by foreign freights or war risks, and are not likely to go down. They opened much lower this year, so left little room for receding. Canners are sold out, and the stocks are in the hands of the wholesalers and retailers. I do not see much chance of the retailers being overstocked, with practically all lines short. It is really very hard to say what the future course of the market will be; but it seems to me that a very great deal depends on the manner in which the government releases shipping."

C. L. Marshall, representative of Dominion Canners Limited gave his opinion as follows on canned goods:

"There is no surplus of canned goods, and I cannot see that peace conditions will make any difference in prices or demand. They are good value and there is no great stock in the country. There is practically no export of these lines, so shipping affects the trade very little. This year peas alone were a full pack. Tomatoes were 85 per cent., beans 25, and corn 35. There does not seem to me to be any very deep problem before the trade, unless a feeling might arise that things were going wrong, and people began to unload. I think it will be some time after the war before we see any radical change in food products, except, perhaps, in a few lines."

Spices and Nut Prices

R. B. Hayhoe of R. B. Hayhoe & Co., claimed that it was very hard to do more than guess at the trend of trade and prices after the war. If Germany is as short of supplies as many believe her to be, and if she jumps into the market and begins to buy without any restraint from within or without, the chances were that prices would go up. In France and Switzerland, manufacturers were recently given permission to resume the manufacture of chocolate; and the first result was an advance of eighty cents a pound in vanilla beans. It seems probable that coffee will go up. There must be a scarcity in all countries. Amsterdam is really the coffee market of the world, and that country must be pretty well cleaned out. It is selling there for fifteen dollars a pound. They are paying \$1.75 for pepper; and that country has not been in the war.

"Dealers in this country" said Mr. Hayhoe, "have had to carry large stocks in order to carry on business; but it is a question if all the stocks now here will

not be gone before they get a chance to renew them. Generally speaking, opinions seem to vary pretty widely. Some people think the market will go to pieces after the war, while others think we will not see lower prices for some time at least.

"France is going to be a greater tea consuming country than ever before. It is more easily prepared than coffee, and the consumption in the armies has therefore been much greater. People have got in the way of using large quantities of it, and will keep up the habit.

"Nuts are very high in price, and are likely to continue so for some time. Practically all the almonds are now coming from Spain, as they are only about half the price of Italian almonds. High prices do not seem to have checked consumption much. Walnuts are thirty cents a pound dearer than almonds, but there is more demand for them at that price. France will not let any walnuts out, and Spain has checked the export. They are coming chiefly from Japan. The American peanut crop is coming off in good shape, and they are about ½c cheaper than last year, but the opening prices are usually low. A great deal depends on the labor market in this product. Java, China and Japan send us about the same quantity as United States. It costs 16½ to bring them from Java, as compared with 5 cents formerly. Generally speaking, retailers seem to be holding back. Peace talk has unsettled them. The epidemic and the Victory Loan campaign have also affected business."

Drops in Spices Predicted, later Advance

E. B. Nettlefield, of Dalton Brothers, gives his opinion on spices as follows:

"So far as the spice business is concerned, I think we shall see a depression for three months after the war, while small millers and jobbers are unloading present stocks. Men with small capital will be inclined to get scared, and throw their holdings on the market. After that there should be an advance. When the allies begin to release tonnage, Europe will be a heavy importer of all spices. Central Europe is a heavy consumer of condiments, and they have no stocks today. The needs of Norway, Sweden, Denmark, Portugal, Italy and Greece are known to be heavy. Stocks formerly carried in Hamburg, Trieste, Odessa and Genoa are gone. English stocks are about as they were in 1914. There will be a heavy demand from Europe on the declaration of peace.

"Closer relations between the allied powers, such as pooled control of raw materials and the tonnage necessary for their transportation will have a bearing on prices. Except in a few lines which are now abnormally high, such as caraway, cream of tartar, and tartaric acid, prices will change gradually. Retail prices quoted in Amsterdam and in Toronto on August 31st are interesting. Here are some of them:

Toronto	Amsterdam
Whole nutmegs,.....50c	\$1.40

China Cassia,.....30	1.45
Black Pepper,.....38-40	3.00

"Before the war, Amsterdam was one of the largest spice markets in the world. Moreover, they are neutrals, and could get some supplies from their own colonies. The conditions in the countries at war may be judged from this.

"With these prices, it would seem reasonable that growers would place their stuff there rather than here after the war."

A New York house says: It is a picture puzzle, with too many pieces missing to attempt to put it together. For the present, nothing but uncertainty and hesitation may be expected. The things the spice trade is interested in are grown in the far East. They are very scarce in Europe, and they are none too plentiful here. As to who wants them or who can get them or how high they can or will pay for them, is the uncertain quantity.

"I have been speaking of bulk goods. As to package goods, future prices may be lower. Labor is a heavy item of their cost. Tins, labels, cases, and labor for filling them will all be lower; and this will reduce prices of the finished product considerably.

"There is one article," concluded Mr. Nettlefield, "which is sure to be always good property. We are glad to advise buyers to secure all the Victory Bonds they can."

The general conclusion seems to be that to forecast the future is all guess-work. Some wholesalers express the opinion that retailers are carrying too much stock in many lines; and very little attempt is being made to check them up. There is the possibility of there being a lot of bad debts. Buying has slackened, but fairly heavy stocks are being carried all over the country. It is easy to sell the retailer on an advancing market and the goods, generally speaking, were well bought; but if demand falls off losses are sure to accrue.

Other specific lines will be taken up in future issues.

USING SYRUP TO SAVE SUGAR

According to reports the sugar shortage has encouraged planters in Louisiana to broaden the use of pure cane syrup, made from cane juice without taking any of its sugar.

This juice is boiled to a point just below that required to crystallize it into sugar and can be used not only for griddle cakes, sweet cakes, and candy making, but is recommended by the planters as a sweetener for coffee and tea. It is really sugar in liquid form and, on a basis of 8 cents per pound retail for granulated sugar, will yield from 40 to 50 per cent. at a rate of 4½ to 5 cents per pound for the syrup.

The Louisiana planters believe that pure cane syrup has a wide range of usefulness in households, bakeries, candy factories, ice cream plants, and similar establishments.

MONEY IS NEEDED TO KEEP THE BOYS OVER THERE.

The Victory Loan---Why

PATRIOTISM, at the present time, joins hands with self-interest. Patriotism demands that the Victory Loan be oversubscribed; the self-interest of all merchants demands the same thing. Forgetting altogether, for the moment, that the Victory Loan offers an untaxable investment yielding 5½%; that the security is the present and future prosperity of Canada; we need to remember that the Victory Loan is required to keep our wheels of commerce and industry turning.

Due to war conditions, England can not send cash to Canada for our wheat, our bacon, our shells. We must pay for these temporarily—giving John Bull credit, as it were, though running a contra account with John, who is feeding our soldiers at the front. John Bull can be trusted to pay, but we are called upon to extend him credit for the time being.

If our wheat, our bacon, our shells, our ships, our timber are to be bought for the Allies we must temporarily pay for them. Whether peace comes shortly or not this duty is still ours. If we didn't get the money in Canada to pay for that wheat, timber, bacon, shells, our farmers would cease to prosper, our factories would close—we would experience hard times.

We must make the Victory Loan an overwhelming success. By so doing we are keeping business in Canada healthy; we are doing still more to turn Canada from a debtor to a creditor nation; we are getting a share in one of the world's best investments; and best of all, we're spiking more guns of the Autocracy which has bedevilled Germany, and which was eagerly seeking to bedevil the world.

Victory Bonds Help Credits

Grocery and General Store Merchants Give Their Experience—Find it Has Been Good Business to Feature Sale of Bonds—Bond Buyers Become Better Customers

ONE of the interesting points in regard to the Victory Loan Campaign is the effect that this campaign has had upon local business. In the last loan one in every eight people in the country were purchasers of these bonds. Was this unusual wave of investment a factor in business? After all, it is the retail merchant who can most readily decide this matter, for he it is who first feels any change in the business barometer. For this reason CANADIAN GROCER consulted some of its readers on this matter and gives herewith the benefit of their experience. Many grocers are holders of bonds; they know in a measure at least what these have meant to them. What they have to say on this point will be of great interest and importance to other merchants.

Does Not Affect Business Adversely

W. Hanna and Co., Port Carling, Ont., express themselves as enthusiastic advocates of bond purchases. During the last campaign they came out strongly in favor of the campaign. They displayed posters in their store, distributed literature, explained all about the bonds to customers who were uncertain on any point, and unhesitatingly advocated the wisdom of investment. They also carried on the same campaign among their clerks. A store that adopted such energetic tactics must know something of the effects of this buying on their customers and on the store. They state that they would have willingly taken any bonds offered, but that they were never requested to do so. Summing up the matter, Mr. Hanna states: "We cannot notice any immediate results of the Victory Loan Campaign, except that we believe it was a

good investment for everyone. It certainly has not made any difference in our business."

Spencer and Rose, Napanee, Ont., state that they consider Victory Bonds as an investment as better than insurance. "We have been offered no bonds in trade," they state, "though we would have been more than glad to receive them as payment on pianos, threshing machinery, etc." The merchant in the small town, they state, could handle all the bonds that were offered. They would have a ready sale among farmers with money to invest, who could be easily persuaded to buy them. As for benefits, we have a good investment, and we can make ends meet as easily as before the bonds were offered."

Bonds Help Credits

The question as to how the sale of Victory Bonds has helped credits is another one that is of considerable importance. One prominent Winnipeg firm, among whose members is counted Horace Chevrier, president of the Retail Merchants' Association, states that the purchase of these securities has had a decidedly beneficial result on credit conditions.

W. T. Phillips, Strome, Alta., states emphatically: "The possession of bonds strengthens a man's credit."

A merchant of Maple Creek, Sask., is equally emphatic. "Bonds are considered the same as cash by creditors," he states.

"One of the leading financial institutions of the wholesalers," states a Dauphin, Man., merchant, "Asks if you have any bonds and to what amount." This merchant is probably referring to the Credit Men's Association. It is understood that this organization does make such en-

MONEY WILL BE NEEDED TO BRING THEM HOME AGAIN.

THE FOREIGNER AND HIS MONEY

Speaking to CANADIAN GROCER on the Victory Loan a Brantford merchant said recently:

"Make the foreigner with from \$300 to \$3,000 rolled up in his belt put the money in the bank for the government, or someone, to use."

This man knows conditions, and is evidently convinced that foreigners are hoarding goodly sums—are, in short, taking money out of circulation.

The foreigners would be ahead if they put their money in the bank; and the bank would of course have more funds to loan. The transfer of this money from the foreigner's belt would help greatly the Victory Loan.

But to bring the desired end about will not be easy. Perhaps the merchant can help most. He often gets to know the foreigner well. He can explain something of the banking system and can induce the foreigner to deposit. By doing this he will be acting the part of a good citizen and be making a friend who would bring other foreigners to the store.

quiries. It would indeed be surprising if Henry Detchon, the manager of the association, passed by such important information.

A Brantford, Ont., merchant makes a rather startling statement. "The possession of Victory Bonds," he states, "will doubtless improve a merchant's credit with the banks—the wholesalers and manufacturers I don't suppose know who holds Victory Bonds." This may be the case in some instances, but CANADIAN GROCER knows of at least one case where a merchant got extended credit because he had \$5,000, not quite all paid for, but in such a condition that the manufacturer regarded them as a fine investment.

T. S. Ford, Mitchell, Ont., states: "We do not know of any better collateral security that a merchant can have to offer his banker than Victory Bonds."

Putting Profits in Victory Bonds

In regard to the question as to whether a merchant would be well advised to invest his profits in Victory Bonds. Mr. Ford states that "every merchant should invest his profits, or at least a fair share of them in Victory Bonds."

A Fort William store believes that such a use of profits would be well advised.

W. E. Preston, Limited, of Midland, qualify the answer to this question. "Yes," they say, "providing the merchant has sufficient capital to run his business without this investment."

A Sherbrooke, Que., firm bring out the other side. "Yes," this firm says, "a merchant might well invest his profits in the Victory Loan. Canada needs every dollar—even where personal sacrifice enters in, Canada should get every dollar. This investment in Victory Bonds is not only a wise step, but a patriotic one."

A Dauphin, Man., firm states: "I would not recommend the investment of all the store profits above regular expenses, but a portion of the profits invested in war bonds would be good all right; but we have to think of after-the-war conditions and be prepared."

How the merchants may boost the sale of bonds among their fellow citizens is a point upon which some good ideas have been given to CANADIAN GROCER. All merchants seem

ready to assist in canvassing, and as T. A. Sharp, of W. E. Preston, Limited, Midland, says: "Every merchant should become an active bond salesman, on account of his salesmanship, which is infinitely better than that of the average canvasser."

Many make the point that a merchant can best help the loan by letting it be known he is putting all he can afford into the loan himself. The merchants are leaders in the community, and their example will indeed do much.

S. D. Wigel, Ruthven, Ont., is confident that the purchase of bonds has a tendency to help rather than to hinder business. Mr. Wigel states that he would willingly have accepted bonds in exchange for merchandise, but that none offered, in itself a proof that the purchasers thought well of their investment.

In regard to the question whether purchasers of the last Victory Loan were better or poorer customers in consequence.

On this point opinions differ. A Carleton Place firm answer unhesitatingly, "Better."

Some think it has made little difference. As one merchant says: "The people strive to get what they want, loan or no loan."

T. S. Ford, of Mitchell, Ont., gets down to definite figures and says: "We find business better than ever before, notwithstanding the fact that our people took over two hundred and fifty thousand dollars of the last loan."

The Sherbrooke firm quoted above find it difficult to give an opinion, but this firm does say: "Business has been so good for a long time that we have not taken into consideration the possible effect of Victory Bond purchases by our customers."

The purchase of bonds on the part of the people may not have helped business, but it would certainly seem it has not done harm in the Eastern Townships, and Sherbrooke subscribed very heavily to the last loan and doubtless will again. That fifty-fifty Scotch and French population comes through.

In any event, all the merchants consulted are a unit in holding the Victory Loan should be supported by all, and that merchants can do much to bring about this happy state of affairs.

A SUCCESSFUL LOAN WILL MEAN ANOTHER YEAR OF PROSPERITY.

Only Three Sizes in Salt Containers

Canadian Salt Producers, in Co-operation With the Canada Food Board, Have Limited the Sizes in Salt Bags to 3½, 7 and 14 Pounds—Aims to Save Cotton

THE Canadian Salt Producers were recently informed by the Chairman of the Canada Food Board that some action must be taken in regard to conserving cotton that is extensively used in packaging salt. It has been customary to pack salt in a variety of different sizes, 2, 2½, 3, 4, 5, 7, 10, 14 and 20 pound bags, after a thorough discussion of the matter, and after taking into consideration the needs of all branches of the trade it was finally decided to limit the number of sizes to three, that it was felt would meet the requirements of the trade. These sizes are 3½, 7 and 14 pounds, and will be packed in barrels of 80, 40 and 20 packages respectively. This change will effect a very marked saving that should be appreciated by the trade as it will be for the benefit of the customer.

Change Will Benefit Everyone

CANADIAN GROCER in discussing the matter with Chas. H. Rogers, general manager of the Dominion Salt Company, Sarnia, and N. A. Leach, of the Western Salt Company, Courtright, Ont., learned that the change was not made at the instance of the salt producers, but that they had been compelled to do something in the way of conservation, and they believed that the change would be for the benefit of everyone. The elimination of so many unnecessary sizes would materially lessen the cost of production the cost of handling and packing 2½ pound bags that were packed 120 to the barrel, was naturally materially heavier than packing a 7 pound bag that ran only forty to the barrel. Then too the conservation of cotton aimed at would in itself result in a marked saving. It takes 10 4/5 yards of cotton to make bags for the 120, 2½ pound bags necessary to fill a barrel of salt. The same amount of salt put up in 7 pound bags would require only 7 1/5 yards of cotton, a saving of 3 3/5 yards to the barrel. With cotton at its present price it is not difficult to see the marked saving that is being achieved by the change. In this saving it is the customer who benefits largely. They have, it is true to purchase a larger bag of salt. But salt is so universally used, and is so comparatively inexpensive that this is not a matter of great moment, while the fact that the consumer will be paying for salt rather than for cotton, will be a matter of considerable importance.

It is pointed out that in giving three sizes of salt bags the Canadian merchant has the advantage over the American, who has to purchase in either 5 or 10 pound bags.

Order Becomes Effective Immediately

The new order becomes effective immediately.

mediately. All orders received at the plants on Monday will be filled in the new regulation sizes. Such stocks of bags as remain on hand at the plants will be used up in filling standing orders already on hand.

In regard to the table salt that is packed in cartons, there is no change in this department. This is packed in only one size, and is a comparatively limited factor in the business, so that it was felt that no useful purpose would be achieved by making any change in this direction.

Indications of Better Conditions in Sugar Scarcity Still Pronounced and Likely to Continue so, but the Most Acute Stage is Passed—New Crops Available or in Prospect Help to Relieve the Situation

THERE are some indications at present that the period of sugar stringency is drawing to a close. Not of course that there is any likelihood of there being sufficient stocks to warrant a pronounced change in present regulations, but that there is in sight sufficient supplies to obviate the possibility of any actual sugar famine. In the United States the food administration has increased the per capita allotment from two pounds per person per month to three pounds. This would certainly seem to indicate an improvement in the general situation.

Reasons for Improved Conditions

The causes for this improved condition are several; reserve stocks in the hands of American refiners have mounted up to substantial figures considerably in advance of the stocks on hand at the same period last year. Also there is beginning to come on the market the beet sugar crop that in the United States is estimated at 655,000 tons, and in Canada around 17,000 tons. Then, too, the Louisiana crop is meeting with favorable weather, and will, it is expected, reach 218,935 tons, the first of which is beginning to appear on the market.

Of course these stocks, barring the Canadian beet sugar only indirectly affect the market here, but they have the effect of releasing other supplies that may be available for the Canadian market.

Some Sources of Supply

The Canada Food Board recently announced a fixed price for Demerara sugars. Refiners will be permitted to pay 6.10c for new crop Demerara sugars, c.i.f. steamship port. On all preferential sugars delivered buyers at the ports of St. John and Halifax in steamships or schooners not subsidized by the governments of Canada or the British colonies

WHOLESALE GROCER HEADS B. C. VICTORY LOAN COMMITTEE

Vancouver city and surrounding country and the Province of British Columbia generally, has been doing so marvelously well in their Victory Loan campaign that it is interesting to note that the chairman of the Victory Loan committee for the Province, W. H. Malkin, is a member of the grocery trade of that province, being the head of the W. H. Malkin Company, Ltd., wholesale grocers of Vancouver.

U. S. SETS PROFIT MARGIN ON EGGS

The United States Food Board this week issued an order fixing the retailer's profit margin on fresh and storage eggs at seven cents a dozen for stores operated on the "cash and carry" basis, and eight cents a dozen for stores with credit and delivery systems.

6.30c c.i.f. may be paid. The idea is to augment tonnage used in this trade and so as to improve shipments from this source. Other West Indian supplies will be available before long also, while Canada will also get a proportion of the coming Cuban crop estimated at 3,500,000 long tons which has been purchased by the United States for distribution to the allied countries. The price paid for this crop is considerably in advance of former years, being 5½ f.o.b. Cuba or 5.88 cost and freight, as the Sugar Equalization Board will assume the risk of insurance. According to the agreement 2 per cent. of the crop will be delivered in December and the balance in equal monthly instalments from January to November.

Sugar From Java for Canada

Another interesting factor in the sugar situation is the Willett and Gray announcement that 6,000 tons of Java sugars have been shipped to Vancouver; if the Java crop is made available in any quantities it will go a long way toward relieving the situation.

Shortage Still Acute

At the same time it is to be remembered that these changes can only be expected to relieve the situation and not to change it. Sugar will continue to be scarce, and there is nothing in the world situation that would seem to suggest any great change in the situation for many a month to come.

ORDER RE COVERING FRUITS, PASTRY AND MEATS, PERMANENT

Dr. C. J. Hastings, Medical Health Officer of Toronto, announces that the order demanding that fruits, pastry and meats displayed in stores for public sale must be kept covered, is intended to be permanent and not only for the duration of the epidemic.

VICTORY BONDS ARE THE BEST INVESTMENT A MAN CAN MAKE.

U.S. Limits Use of Tin for Containers

Use of Tin Limited in Containers For Baking Powder, Spices, Cocoa, Candy and Crackers, Coffee, Tea, Prepared Milks, Salt, Syrups, Lard and Sundry Other Food Commodities

THE United States Food Administration has issued the following directions regarding the use of tin and other containers adopted by the United States Food Administration and the War Industries Board applying to manufacturers and packers of baking powder, ground spice, powdered cocoa, chocolate, candy, coffee, coffee substitutes, tea, spaghetti, pickles, hominy, condensed milk, salt, lard and lard substitutes, macaroni, sirups, and molasses. The order is effective as of October 1, 1918, and reads as follows:

1. Baking powder.—No person shall pack baking powder other than cream of tartar baking powder except in packages containing $\frac{1}{4}$ pound, $\frac{1}{2}$ pound, 1 pound, or larger amounts, or cream of tartar baking powder except in packages containing 4 ounces, 12 ounces, or larger amounts. All packages permitted by this rule other than the $\frac{1}{4}$ pound, $\frac{1}{2}$ pound, or 6 ounce packages may be made of metal, but the $\frac{1}{4}$ pound, $\frac{1}{2}$ pound, or 6 ounce packages shall not be made of metal, in whole or in part, excepting that they may have tin tops and bottoms. Provided, that nothing in this rule shall prevent the use prior to February 1, 1919, of stocks of containers on hand, in transit, or in process of manufacture on October 1, 1918.

2. Ground spice.—No person shall pack ground spice, except mustard, in any packages made of metal in whole or in part, nor shall any person pack ground spice except in packages containing 2 ounces, 4 ounces, 8 ounces, 1 pound, or larger amounts. Provided, that nothing in this rule shall prevent the use prior to February 1, 1919, of stocks of containers already on hand, in transit, or in process of manufacture on October 1, 1918.

3. Powdered cocoa and chocolate.—No person shall pack powdered cocoa or powdered chocolate in any packages made of metal in whole or in part, nor shall any person pack powdered cocoa or chocolate except in packages containing 8 ounces, 16 ounces, 5 pounds, 10 pounds, 25 pounds, 50 pounds, 100 pounds, or larger amounts. Provided, that nothing in this rule shall prevent the use prior to February 1, 1919, of stocks of containers already on hand, in transit or in process of manufacture on October 1, 1918.

4. Candy and crackers.—No person shall pack candy or crackers in any packages made of metal in whole or in part. Provided, that nothing in this rule shall prevent the use prior to February 1, 1919, of stocks of containers already on hand, in transit, or in process of manufacture on October 1, 1918.

5. Coffee and coffee substitutes.—No person shall pack coffee or coffee substitutes in any packages made of metal in whole or in part, nor shall any person pack coffee or coffee substitutes except in packages containing 1 pound, 3 pounds, 5 pounds, or larger amounts. Provided, that nothing in this rule shall prevent the use prior to February 1, 1919, of stocks of containers already on hand, in transit, or in process of manufacture on October 1, 1918. Upon application special exceptions will be granted to proper cases for soluble coffee and coffee substitutes.

6. Tea.—No person shall pack tea in any packages made of metal, in whole or in part, other than tea lead, nor shall any person pack tea except in packages containing 2 ounces, 4 ounces, 8 ounces, 16 ounces, or larger amounts. Provided, that nothing in this rule shall prevent the use prior to February 1, 1919, of stocks of containers already on hand, in transit or in process of manufacture on October 1, 1918.

7. Canned spaghetti.—No person shall pack spaghetti in any packages made of metal in whole or in part after October 15, 1918.

8. Pickles.—No person shall pack pickles in any packages made of metal in whole or in part, except for metal tops on glass containers. Provided, that nothing in this rule shall prevent the use prior to November 1, 1919, of stocks of containers already on hand, in transit or in process of manufacture on October 1, 1918.

9. Condensed and evaporated milk.—No person shall pack condensed or evaporated milk except in packages containing 14 ounces, 15 ounces, 1 pound in tall can, 2 pounds in hotel-size can, or 8 pounds in confectioners' size can. Provided, that nothing in this rule shall prevent the use prior to February 1, 1919, of stocks of containers already on hand, in transit or in process of manufacture on October 1, 1918.

10. Salt.—No person shall pack salt in any packages made of metal in whole or in part, nor shall any person pack sack salt except in sacks containing 5 pounds, 10 pounds, 25 pounds, or larger amounts. When packing in barrels, iron hoops shall be eliminated as far as possible; at least two wooden hoops shall be used and not more than four steel hoops per barrel. Provided, that nothing in this rule shall prevent the use prior to February 1, 1919, of stocks of containers already on hand, in transit or in process of manufacture on October 1, 1918.

11. Macaroni, spaghetti and noodles.—No person shall pack macaroni, spaghetti,

or egg noodles in any packages made of metal in whole or in part, nor shall any person pack macaroni or spaghetti except in packages containing 8 ounces, 16 ounces, 10 pounds 22 pounds, or larger amounts, nor egg noodles except in packages containing 4 ounces, 8 ounces, or larger amounts.

12. Sirups and molasses.—No person shall pack any style of sirups or molasses except in packages known as size 2½, 5, and 10, and 5 gallons or larger packages. Provided, that nothing in this rule shall prevent the use prior to February 1, 1919, of stocks of containers already on hand, in transit, or in process of manufacture on October 1, 1918.

13. Lard and lard substitutes.—No person shall pack lard or lard substitutes for domestic use in containers made of metal, in whole or in part, of more than three sizes, namely, either 2, 4, and 8 pounds, or 2, 5, and 10 pounds. Provided, that nothing in this rule shall prevent the use prior to February 1, 1919, of stocks of containers on hand, in transit, or in process of manufacture on October 1, 1918.

14. All packages shall be well filled.

15. These directions shall not apply to orders for the United States Army or Navy.

HALIFAX MERCHANTS AND VICTORY LOAN

Many Halifax Stores Are Energetically aiding in the Victory Loan campaign

T. F. Courtney & Co., grocers, have had a large window devoted to a neat attractive arrangement of red, white and blue streamers and Victory Loan posters with a base decoration of alternating Victory A B C books and cards which set forth the sure things of life as being Life and Death, Taxes and Victory Bonds. A desk is stationed in the window for Dr. Brunt, Victory Bond agent, to sell bonds.

BORDER CITIES TO ENCOURAGE EXPORT TRADE

A well directed and timely effort is now being made by the Border Chamber of Commerce to develop the foreign trade of the industries located along the Canadian side of the Detroit River and to this end a thorough and complete business directory, comprising the names of all the manufacturing concerns in the Border Cities, together with the products which they turn out is in the process of preparation and when completed will be forwarded to all trade agents throughout the world as well as to boards of trade and chamber of commerce in the different countries.

EVERY DOLLAR IS A NAIL IN THE KAISER'S COFFIN. BUY SOME NAILS.

SPENDING THE VICTORY LOAN

THERE are many people who find it hard to visualize the necessity for the great sums of money that the Canadian Government has been borrowing. Borrowing is not new in this country, it is only the method that has changed. It used to be that Canada could get unlimited credits from abroad. With the coming of the war, and the enormous expenditures that it entailed, this source of ready money was closed to Canada. More than that England, that had been such a generous supporter, had to husband her resources. She had in turn to become a borrower. Immense quantities of supplies were needed. They must be bought on the best possible market. The United States stood ready to finance these transactions, to carry the business till such time as Britain could settle. It was just what the jobber is doing for the merchant every day of the week, granting him his time credits.

Canada could not borrow from her usual source. Canada could not sell her products to Britain, the one great purchaser, because she could not finance them. To meet these serious situations it became necessary to raise funds, so Canada decided to borrow from her own people. To present to these people the opportunity to help finance the business that was to make them prosperous. That is the reason for these Loans, that is why they are so imperative.

Last year Canada provided \$650,000,000 for War purposes—\$150,000,000 in the March War Loan, \$400,000,000 in the November Victory Loan, and \$100,000,000 from the Banks.

The total Loans provided in Canada for War purposes to date aggregate \$950,000,000.

In addition to providing for War expenditures in Canada there was loaned \$732,816,397 to the British Government on the following conditions:—

1. That it all be spent in Canada to buy food, shells, explosives, aeroplanes, and other war necessities.

2. That the British Government lend us in France and England the \$534,450,826 which we needed there to feed, clothe, munition and pay our Canadian Army.

It was also part of the arrangement that the United States should lend the British Government what further money was needed to buy wheat and other supplies in Canada.

As a result of the above arrangements the British Government bought in Canada during the year ending March 31st last, the following:—

FOOD STUFFS		VALUE	WAR MATERIALS		VALUE
Wheat		\$303,776,038	Shells		\$235,448,415
Flour		62,875,839	Explosives		25,677,440
Bacon		57,786,615	Aluminum		7,502,963
Cheese		36,277,359	Wire		3,013,727
Oats		22,218,299	Spruce, etc.		1,841,295
Barley		6,821,540	Nickel		1,450,078
Beef		5,186,882	Ferro Silicon		1,404,088
Canned Salmon		4,686,894	Ships		1,220,000
Sugar		3,185,853	Boots and Shoes		1,093,853
Fish, Cereals, etc., etc.		4,680,475	Copper		1,015,619
Canned Vegetables		3,041,967	Clothing		2,164,181
Ham and Pork		3,073,904	Miscellaneous Supplies		43,232,578
Butter and Eggs		3,359,581			
Cream and Condensed Milk		1,129,225			
Lobsters		1,085,754			
Oatmeal		1,229,607			
		\$520,415,832	Total Canadian Exports to Britain....		\$845,064,237

This business has been made possible by our successful war loans.

Expect Advance in Tea Prices Following War

English Tea Handlers Look For Marked Advance, Owing to the Fact That European Countries Will be in the Market to Replace Their Supplies—Russia to be a Factor

I NTERESTING information received from some of the largest tea handlers in England suggests the probability of very marked advances in tea prices immediately on the declaration of peace. This opinion is based on the known depletion of the stocks of belligerents and the assumption that they will, at the earliest possible moment, endeavor to replace these stocks. Reports from Holland state that tea is selling as high as \$15 a pound. This may be an extreme case, but certainly prices there and in other European countries are high compared to the prices in effect on this continent. It is on this basis that the English importers base their assumption that there will be a brisk demand on available supplies of tea, a demand

fostered by a people grown used to high prices, and consequently not likely to quarrel over a matter of prices as long as stocks are made available. There is another factor that may be expected to be of importance. Russia has been one of the largest consumers of tea. Owing to the unsettled condition of the country it is believed that available stocks in Russia have been largely disposed of and that Russia will eventually be buying to supply a practically bare market. If this assumption is correct this will probably be a large factor in the situation in this trade.

Export Tea From New York to Europe

That many tea handlers accept this view of the tea situation is evidenced by a recent wire from a Pacific coast firm.

The wire reads: "Tea market improving. Important quantities being sent from Pacific coast to New York to be available in event of peace for export to Europe." These firms are evidently looking for an immediate and an imperative demand on the conclusion of peace.

BROCKVILLE, ONT., PROPOSES EARLY CLOSING

An agitation is under way among the merchants of Brockville, Ont., to have the places of business closed at five o'clock each afternoon excepting Saturday throughout the fall and winter months. This movement was given a trial during the coal shortage of last winter and worked successfully, being the means of saving a large quantity of fuel. With the change from summer time a number of proprietors of larger stores noticed a big difference in the evening in the amount of light used after five o'clock, and it is believed that little opposition will be met to the project.

HAVE YOU DONE YOUR BEST?—THINK OF THE BOYS IN FRANCE.

CANADIAN GROCER

MEMBER OF THE ASSOCIATED BUSINESS PAPERS
ESTABLISHED 1886

The Only Weekly Grocer Paper Published in Canada

JOHN BAYNE MACLEAN - - - - President
H. T. HUNTER - - - - Vice-president
H. V. TYRRELL - - - - General Manager

THE MACLEAN PUBLISHING COMPANY, Limited

Publishers of Canadian Grocer, Hardware and Metal, The Financial Post, MacLean's Magazine, Farmers' Magazine, Dry Goods Review, Men's Wear Review, Printer and Publisher, Bookseller and Stationer, Canadian Machinery and Manufacturing News, The Power House, The Sanitary Engineer, Canadian Foundryman, Marine Engineering of Canada.

OFFICES

CANADA—Montreal, Southam Bldg., 128 Bleury Street; Telephone Main 1004. Toronto—143-153 University Ave.; Telephone Main 7324. Winnipeg—1207 Union Trust Bldg.; Telephone 3449.

UNITED STATES—New York—R. R. Huestis, Room 620, 111 Broadway, New York; Telephone 8971 Rector. Chicago—A. H. Byrne, Room 900, Lytton Bldg., 14 E. Jackson St., Telephone Harrison 1147. Boston—C. L. Morton, Room 733, Old South Bldg.; Telephone Main 1024.

GREAT BRITAIN—London—The MacLean Company of Great Britain, Limited, 88 Fleet Street, E.C. E. J. Dodd, Director, Telephone Central 12960. Cable Address, Atabek, London, England.

SUBSCRIPTION—Canada, \$3.00 a year; Great Britain, South Africa and West Indies, 12s. 6d. a year; United States, \$3.50 a year; other countries, \$4.00 a year. Single copies, 10c., invariably in advance.

PUBLISHED EVERY FRIDAY

Circulation of Canadian Grocer has been audited by the Audit Bureau of Circulations. Copy of report will be sent to anyone interested.

Vol. XXXII. TORONTO, NOVEMBER 8, 1918 No. 45

WRAPPED OR UNWRAPPED BREAD?

IN many communities, notably in Toronto, the practice of wrapping bread has been discontinued on the ground that it entailed extra expense that could well be avoided in wartime. Be that as it may, there are some economies that are in themselves too costly. The country has felt the dangers of a serious epidemic and people are not likely to look with kindness on any economy that will increase these dangers. The non-wrapping of bread is such an economy. Wrapped bread is the only sanitary method of handling this universal commodity, and the economy is so infinitesimal that it is not worth making.

THE SPIRIT OR THE LETTER OF THE LAW?

A REVENUE officer recently entered the grocery store of Jacob Bordway, Stouffville, Ont., and purchased a 5-cent styptic pencil from the young son of Mr. Bordway. Through the child's error the merchant was later fined \$50 for breach of the War Stamp Act. Of course, there was no other course for the Magistrate to take, but to impose the fine. It does seem, however, that the purposes of the act are hardly being served by trapping children into making mistakes. The Revenue officer was of course within his rights in bringing the action, but it is hardly one that will add greatly to his credit. Laws are not made to trap the unwary, but for the welfare of the community and to punish the evil doer.

THE VICTORY LOAN

DON'T let the German peace propaganda interfere with the success of the Victory Loan. Canada's war expenditure to-day is greater than ever before. There are 75,000 more Canadians overseas than there were a year ago. They are still going over as fast as Canada can send them. Even if peace came to-morrow it would probably take from 12 to 18 months to bring all the Canadians back. They would have to be kept in the meantime. Pay and allowances alone cost over \$14,000,000 a month. Transportation expense would probably amount to \$15,000,000. To demobilize the Canadian troops would undoubtedly cost over \$250,000,000. The \$500,000,000 is needed through the Victory Loan, no matter what comes or goes. Canadian industry and the army both need strong financial support.

WHY LIMIT THE NUMBER OF SUBSTITUTES

THE limitation of the number of substitutes that may be purchased with standard flour to barley, rye, oat and corn flours, and to these alone seems to be making matters unnecessarily burdensome without achieving any great advantage. The removal of rolled oats from the list is a serious factor, not only from the fact that in limiting the list it has made it very difficult for millers and wholesalers to obtain sufficient supplies to meet the demands of the retail trade, but also because its removal means the removal of the most familiar article on the list. It has been urged that housewives are not using oatmeal as a substitute flour but as a porridge only. There may be some slight ground for this assertion, but surely it is no more serious a factor than the one that almost any grocer can affirm that housewives are being forced to purchase flours that they cannot use. The average housewife is thoroughly conversant with the use of rolled oats, but as a rule knows little or nothing about barley or rye or even oat flour. The flour is purchased because it is made obligatory; but it is often left on the pantry shelf, or used without understanding, and consequently with such poor results that valuable food products are often wasted. It is a little difficult to see any good and sufficient reason for the elimination of the familiar substitutes from the list. People are willing to abide by regulations uncomplainingly when these can help in the great task of winning the war, but they like to be assured that the regulation is serving some useful end, and order No. 67 has not yet so demonstrated itself.

THE employees who are best satisfied are always those who feel they are a part of a co-operative force, whose work is happily performed, and who give of their best because they feel that their labor contributes to progress, to happiness and to profits for the employee as well as for the employer.

GET THE "OVER THERE SPIRIT," AND BUY TO THE LIMIT.

Current Events in Photograph



MODEL HOMES FOR SOLDIERS

The question of providing model homes for soldiers and workers is receiving a great deal of attention in Canada, in England and in the United States. England has probably made more real progress than any of the others. Houses of the type here shown have been erected in several model villages and have proven so satisfactory that it is likely that something very similar will be provided for the thousands of soldiers who will have to be looked after when the war ends. The British Labor Party has a proposition for Government consideration which provides for the expenditure of \$1,500,000,000 for suitable homes for soldiers and workers.

Govt. Action Slow; Salmon Packers Suffer

Feeling That Canadian Trade Being Treated Unfairly—Order-in-Council Takes Best Grades Salmon, Leaving Unpopular Lines For Canada—Hitch Over Prices Holds Up the Entire Pack

THAT the Canadian trade is being treated unfairly in the matter of the recent government order-in-council commandeering the salmon pack is the feeling of the various packers. Coming out of a clear sky after the packers had been led to believe that no action was contemplated, the taking the best of the pack and later the holding up of shipments of grades not wanted, besides the failure to assist the packers financing the pack, are the principal factors which have worked to create such an unsatisfactory state of affairs.

What the Order-in-Council Took

As outlined in CANADIAN GROCER some time ago, the government has commandeered 100 per cent. of the sock-eye pack, 100 per cent. of the Red Springs, 75 per cent. of the cohoes, and 70 per cent. of the pinks. This leaves for the trade in Canada a small percentage of cohoes and pinks, besides chums and White Springs, the two latter being grades never very popular with the trade here in Canada.

It is understood that goods commandeered are for British civilian use, not the army, and this is at the back of present dissatisfaction. The trade feel that they might have been allowed to retain at least 25 per cent. of the sock-eye pack to supply the Canadian trade which has been educated up to the use

of this best grade salmon. Why, they ask, must the people of Canada be compelled to eat the cheapest grades?

Why Not Some Warning?

But this is not all. Before the salmon was packed ready to ship, steps were taken to ascertain whether the government wanted any of the pack. A wire was sent by the packers to the Food Board asking if the government were going to commandeer any of the pack. The reply received was to the effect that the government had taken no such steps the previous year and it was not expected they would the present year. Six days later the embargo was placed on all shipments—railways were instructed to accept no deliveries. Even shipments of grades not covered by order-in-council are not allowed to go forward.

Hitch Over Prices

Delays have followed with the result that packers still have the salmon, which it is estimated has already cost them nearly half a million dollars to carry and in extra handling and the cost is mounting daily. The delay seems to be over the price which it is indicated is higher than the British Ministry of Food wishes to pay. The packers lay the blame for this at the door of the Dominion authorities, too, as they would take no steps to assist the packers by fixing the price of

the fish to the packers, although asked to take action along this line. The result was high prices for fish which have been reflected in the canned article.

It is understood that when price was determined on that government would advance a certain proportion of purchase price to enable packers to liquidate debts incurred. As terms have not yet been arranged, packers have been compelled to arrange longer dating on their notes, and cost of financing pack is now running high, and growing.

Altogether it would appear that packers have room for a grievance. Government action is very often involved and slow in operation, but it would seem that when a course of action had been determined on, final details could be arranged more expeditiously. The trade is upset with these restrictions and regulations but have shown themselves anxious to co-operate with the government to the best of their ability, but the government does not make it easy. It is by such long-delayed action that dissatisfaction arises and the trade kept in a state of uncertainty which to say the least is disturbing to business already laboring under extreme difficulties.

FURTHER EXPORT RESTRICTIONS Canned Fruits, Jams, Honey and Other Articles Not To Be Exported Except Under License

Export has been prohibited of a number of articles except under license issued by the Canada Food Board. The articles include arrow root, cake made from wheat flour, canned fruits, chewing gum, honey, fruit jams, edible jellies, mustard, pea flour and meal, prepared cooked foods, prepared coffee and cocoa, sugar beets and vinegar.

WE MUST KEEP FAITH WITH THOSE WHO DIED. WE MUST DO OUR PART.

CURRENT NEWS OF THE WEEK

Canadian Grocer Will Appreciate Items of News from Readers for This Page

Maritime

A. E. McLaughlin, Hillsboro, N. B., is dead.

Monis Long, grocer, Glace Bay, N. S., is dead.

George Michael, grocer and contractor, St. John, N. B., is dead.

M. H. McNally, proprietor of the general store, Beechwood, N. B., is dead.

Audre A. Levesque, general storekeeper, St. Andrew De Madawaska, N. B., is dead.

The business of A. J. Reid general store, Enfield, N. S., has been taken over by Davis Bros.

Emile J Poirier, manager of L. Leger's general store at Rexton, N.B., died on October 28 as the result of an attack of pneumonia, following influenza.

The Atlantic Sugar Refineries, Ltd., figures as one of the big contributors to the Victory Loan in St. John, their subscription being for \$100,000.

A. F. Blake of the Atlantic Sugar Refineries, St. John, was elected vice-president of the Maritime Chemists Association which was organized at Halifax this week.

The wheat crop in New Brunswick did not turn out so well as had been anticipated when planting began, owing to heavy frosts late in the spring and early in the fall.

Delphis Frenette and Edgar Frenette, doing business as Frenette Brothers have sold out their general store at Turgeon, Gloucester county, and are now engaged in conducting a general store at Jacquet River, Restigouche county.

In compliance with petitions presented to the city council of Moncton, an order has been issued, under the provincial act, requiring retail stores in several lines to close at six o'clock each evening except Saturdays and on days preceding holidays. Grocery stores were not included.

The provincial department of agriculture has announced that the wheat crop of New Brunswick which is one of a substantial nature this year owing to the appeal for greater production will be cared for by New Brunswick mills, several having been added this year to meet the new conditions.

At a meeting of the common council of St. John this week a letter was received from the provincial representative of the food board drawing attention to the provisions for the appointment of fair price committees to deal with food-stuffs, but no action was taken at the time as there has been no public demand for such a step.

Influenza continues to play havoc with

business in New Brunswick but it is believed that the epidemic has reached its peak and that a reduction in the number of cases soon may be expected. The Atlantic Sugar Refineries have found it necessary to issue formal statement in answer to rumors, and state that there is no danger of the refinery being closed on account of sickness among employees. Extra precautions are being taken at the refinery to protect the output from contagion.

Quebec

J. A. Vaillancourt, grocer, Quebec, is dead.

Emmanuel Durand, grocer, Megantic, is dead.

Ernest J. Ducas, general store, Cacouna, is dead.

Charles Mitchell, grocer, Caughnawaga, is dead.

A. P. Trudeau, grocer, Valcourt, has sold to E. Vincelle.

The partnership of Berber & Caniere, butchers, Quebec has been registered.

Murphy & Riordan, grocers, St. Catharine Street, Montreal, have dissolved partnership.

Food Controller Henry B. Thompson, of Ottawa, was in Montreal last Thursday and addressed the Canadian Fisheries' Association members and others at the informal banquet held at the Windsor Hotel.

W. J. Wilson, of the travelling staff of S. H. Ewing and Sons, wholesale spices, will have the sympathy of the trade in the loss of his only daughter last week from pneumonia.

W. J. Hopwood, Halifax, N. S., has purchased the Urquhart property, southwest corner of Spring Garden Road and Birmingham Street, the shop of which is at present occupied by J. McD. Taylor. It is understood Mr. Hopwood will remove his grocery business there, more space being required.

Ontario

P. J. Doyle, Perth, has been succeeded by Chas. Doyle.

The Yarker Dairy Co., Yarker, has obtained a charter.

Edwin Tout, grocer and butcher, Stratford, is dead.

A. C. Penney, grocer, Toronto, is discontinuing business.

W. M. Smith of W. M. Smith & Co., butchers, Hamilton, is dead.

F. Fairhall, Centrolia, Ont., has purchased the stock of E. Glenel of the same place.

Hargraft & Sons, Scott and Colborne Streets, Toronto, have been appointed agents for Ontario for Strang Bros., manufacturers of shoe polishes, Winnipeg.

A. A. Strang has been East for some time in the interests of his firm.

Frank Law, general store, Newtonville, Ont., was a Toronto visitor recently.

Cridland & Harburn, wholesale pork butchers, Toronto, have dissolved partnership.

W. H. Shoveller, groceries and meats, Niagara Falls, has been succeeded by J. McDougall.

J. W. Thompson, grocer and implements, Young, has sold his implement business to Burton & Lawrence.

J. H. Bond, of Med'and Bros, Toronto, has recovered from a severe attack of pneumonia and is once again on the job.

William Bettger of Weber & Bettger, grocery and dry goods merchants of Moncton, died on October 28 as a result of pneumonia.

Miss Clark who was formerly with T. H. Shields & Co., Brampton, has disposed of her grocery business in Ingersoll and is now living in Guelph.

Chas. H. Rogers, general manager of the Dominion Salt Co., Sarnia, Ont., and Norwood A. Leach, general manager of the Western Salt Company, Courtright, Ont., were visitors at the office of CANADIAN GROCER this week.

Henry McKinnon, Cornwall, died recently after a brief illness. The deceased was born in Glengarry 39 years ago, but spent most of his life here. He was always connected with the grocery business.

A company to be known as the Dominion Produce Company has been incorporated in Ontario to carry on a business as dealers products of the dairy, farm and garden, and to carry on a general produce business. The company is incorporated with a capital of fifty thousand dollars and will have its headquarters in Toronto.

There passed away at his late residence, 242½ Dalhousie Street, Brantford, Ont., Edward Church, after an illness of only five days from influenza. He carried on a grocery business in Brantford for a number of years and for the last four years was head bookkeeper for Ed. Cutmore, wholesale. Mr. Church in his lifetime made a host of friends who will regret to hear of his demise. He was of an amiable disposition and on first meeting him you made a friend immediately. He held a prominent position in the Grocers' and Butchers' Retail Association as secretary for a number of years. In fraternal circles he was a prominent member of the Canadian Order of Foresters. He leaves to mourn his loss a wife and one daughter Lena at the Bank

IT MAY BE THE MOST YOU CAN DO. IT IS CERTAINLY THE LEAST. BUY BONDS.

of Toronto, also a mother and father and two sisters Mrs. Wm. Lake and Mrs. MacNichol both of Brantford. The funeral took place on Sunday afternoon to Greenwood Cemetery.

WESTERN

R. W. Daly, general store, Fallis, Alta., has sold out.

J. W. Miller, general store, Brookdale, Man., has sold out.

Lemick & Mazuk, grocers, Saskatoon, Sask., have sold out.

D. M. Randall, Biggar, Sask., has suffered loss by fire.

J. Black, Sprague, Man., has been succeeded by S. Shapiro.

Jacob Zahara has opened a general store at Stuartburn, Man.

F. A. McIntosh, general store, Clarkboro, Sask., has sold out.

S. Fishman, grocery and feeds, Winnipeg, Man., has suffered loss by fire.

Lemick & Marzuk, Saskatoon, Sask., grocers, have sold to G. Pitchko.

Hattie J. Dow, butcher, Macoun, Sask., has been succeeded by A. J. Woodgate.

J. W. Wright, grocer, Winnipeg, Man., is adding a meat department to the store.

A. S. Mair, grocer and confectioner, Crandall, Man., has sold out to E. Bolton.

The Farmers Store, general store, Main Centre, Sask., are discontinuing business.

Genttner & Shumaker, general store, Prelate, Sask., have sold stock and fixtures.

N. W. Gillett, butchers, Margo, Sask., has been succeeded by the Margo Meat Market.

A. Berg, member of the firm of Finn, Berg & Co., wholesale butchers, Winnipeg, Man., is dead.

Mrs. So'ma Kemnay, grocer and confectioner, Winnipeg, Man., is selling to F. A. Blavier.

Blechinger & Aschenbrenner, general merchants, Aunaheim, Sask., have dissolved partnership.

R. J. Franklin & Son, general merchants, Dodsland, Sask., have advertised their stock for sale at auction.

Andrew L. Shatilla, general store, Mildon, Sask., has sold out.

Hill Bros., grocers, Winnipeg, Man., have dissolved partnership. William Hill is continuing the business.

A. M. Smith & Co., late of Marshall, Sask., have bought out W. E. Leard & Co., of 520 Clarence Ave., Saskatoon, and are now established in their new premises and report business good.

Abraham Rotshtein, of Rotshtein Bros., Mossbank and Limerick, Sask., died Sunday, October 27 at the age of 31 years. He is survived by a wife and four children.

Joseph W. Conlin who is well known in the grocery trade in the West, died recently at his home in Swift Current, Sask., in his 35th year. Deceased was widely known throughout the city and district. He had been connected with different lines of mercantile enterprise, having been one of the former owners of the Palace Grocery which he and his brother had established, and had for the



Sergt. R. Worstey, 113 MacRoberts St, Toronto, has been officially reported missing since September 30th. He went overseas two years ago with the 166th Q.O.R., but was transferred to the 75th Battalion. He was a former employee of Swift Canadian Company.

Pte. William Hosier, of 87 Melville St., Toronto, has been wounded. Pte Hosier was born in Oxford, England, 40 years ago, and came to Toronto when a boy. Previous to enlisting he was employed at the St. Lawrence Market for the Harris Abattoir Company.

Pte. Cornelius Muise, formerly employed with the Atlantic Sugar Refineries, who has been serving at the front in a maritime infantry unit, has been reported severely wounded.

past several years been grocery traveler for the local wholesalers, Cameron & Heap. His brother, Geo. H., is now a resident of Three Hills, Alta., while Wesley resides at Calgary. One other brother and a married sister reside in Ontario, while the parents of deceased reside at Oxford Mills, Ont.

The grocery department of Dairy Products Limited, Red Deer, Alta., has been removed to a site in the Humber Block. This department will be conducted in the cash and carry principle.

J. C. Whitney, general store, Eden, Man., has been succeeded by W. P. McCormack & Co.

Annie Hrinczuk, grocer, Winnipeg, has been succeeded by Harry Serkin.

TWENTY YEARS IN RETAIL BUSINESS

James Caldwell Joins MacLean Publishing Co. Staff—Latterly was Manager of the J. C. Turnbull Business at Peterborough, Ont.

James Caldwell, formerly with the J. C. Turnbull Co., of Peterborough, Ont., has recently joined the staff of the MacLean Publishing Company. Mr. Caldwell, although an old Western Ontario boy, spent eighteen years in the grocery business with Acker, Merrill & Condit Co., New York City. Prior to that he was in the wholesale fruit business in Buffalo.

Two years ago he left New York for Peterborough to manage the big dry goods department store of the J. C. Turnbull Co. This gives him a good knowledge of retail business conditions in both Canada and the United States. From the J. C. Turnbull Co. he came to the MacLean Publishing Company and is on the staff of CANADIAN GROCER, covering the Ontario field.

WELL KNOWN MERCHANT DIES IN MUSKOKA

T. H. Shields, who died in Muskoka recently, was well and favorably known among the grocery trade. He was born in Albion township, Peel County, 55 years ago, and for over thirty years was interested in a general store business in Brampton, which in later years was known as T. H. Shields & Co. He began his business career in Caledon East, leaving that place to engage with the late J. H. Beck, of Brampton, becoming Mr. Beck's successor at a later period. Several months ago he sold his business to G. B. Ryan, of Guelph, and went to Muskoka for his health, but succumbed to paralysis.

SON OF MANAGER OF QUAKER OATS CO., PETERBOROUGH, DIES

Donald P. Denham, son of W. H. Denham, manager of the Quaker Oats Company, Peterborough, Ont., died recently in that city of pneumonia. The late Mr. Denham came to Peterborough in 1904 when his father was appointed to the management of the Quaker Oats plant, and was well known in the city, having attended the Collegiate Institute there. He graduated from Cornell University and became field engineer with the Leonard Construction Co., of Chicago, in this capacity he assisted in the construction of the Quaker Oats plants at Peterborough and Saskatoon. His death will be keenly felt by the many friends he has made in all parts of the country.

PRESIDENT OF CANADA SALT CO. LOSES SECOND SON

Captain Brian Henderson, son of E. G. Henderson, president of the Canada Salt Company, Windsor, Ont., has died from pneumonia in an English hospital. He went overseas with the first contingent, and after being wounded in France he came to England, where he remained on the Canadian staff until six months ago, when he was attached to the British Royal Flying Corps. Last July he was married to Miss Margaret Kiely, daughter of Mrs. Fairweather, Toronto. Mr. Henderson's loss has been a heavy one, another son having been killed in action some time ago.

SUCCESSFUL FISH WEEK IN ST. JOHN, N. B.

Canada's fish week got off to a good start in St. John. In preparation for the event local dealers got together and agreed to make prices as low as possible in order to encourage the co-operation of the consumers in making the week a success. The only draw back was a scarcity of supplies at the first of the period, but this was overcome and there was sufficient to meet the increased demand. In expectation of heavier consumption of fish, meat arrivals were noticeably lighter this week.

There has been a heavy run of sardines at the mouth of the Bay of Fundy this week, this fish also reaching the weirs farther up the bay.

The Booth Fisheries sardine factory has been receiving sufficient supplies this week to keep them busy.

WHETHER IT'S FIFTY OR FIFTY THOUSAND, DO WHAT YOU CAN.

WEEKLY GROCERY MARKET REPORTS

Statements From Buying Centres

THE MARKETS AT A GLANCE

SALMON is still an item of interest to the trade. Conditions emanating from the recent Order-in-Council commandeering the pack are considered anything but satisfactory, and the feeling prevails that the Canadian trade has been treated unfairly. The Government order takes 100 per cent. sockeyes and red springs, the big sellers on this market, lines which the trade has been educated to use, thus leaving the cheaper and by no means popular grades for domestic consumption.

A hitch in the price has occurred also, and until this is straightened out, packers have to finance the pack, adding materially to their costs. Extra handling has been entailed also, and it is estimated that packers to-day are out about half a million dollars through delays in completing arrangements as provided for in order. The situation created is a most unsatisfactory one, and the packers feel that it has been aggravated by delayed action.

The tendency towards standardization and elimination of unnecessary sizes has been further carried out, this time by salt manufacturers. An announcement to the trade is being made showing a revision in the size of package and method of packing. After next Monday all orders will be filled from just three sizes of package. These are to be a 3½-lb. bag, a 7-lb. bag and a 14-lb. bag, packed 80, 40 and 20 bags respectively to the barrel.

A decline in prices of flour for export seems possible. It is understood buyers for British account will be in the market shortly and there is a feeling that a price about 10c lower than to-day's level may be quoted. As far as domestic business is concerned, this, it is thought, will be unchanged.

MONTREAL—Markets are firm for this week for the most part, and some advances are made, reference to which is made elsewhere.

The big matter of interest is that of the scarcity of dried fruits, and the trade is anxiously looking over its supplies. How long these will last is a very uncertain question at the present time. Raisins are admittedly scarce, and this is so with figs, dates and some grades of prunes. Raisins are likely to go much higher.

Canned goods are selling moderately well, and the basis for some lines of vegetables, as

previously pointed out, is more favorable. There will probably be a good lot of these still in the hands of the retail trade from last season.

Beans are easier and will sell on a favorable basis this year. Peas will also be easier. Molasses and syrups are active, and supplies of these are readily absorbed. Coffees still are firm.

TORONTO—New prices have been generally named on dried fruits, which provide for advances in each instance. This is noticeable in prunes, peaches and raisins, and indications would seem to point to even higher levels as possible. Stocks are becoming broken, and with marked scarcity developing there is no other outlook than stiffening prices.

Reports from the United States on the tea situation are to the effect that the market there is improving. It is stated that important quantities are being sent from the Pacific Coast to New York, to be available in the event of peace, for export to Europe. Locally the situation is just a little quiet, though some fair quantities are moving.

Indications seem to point to a scarcity developing in shelled walnuts. This is not marked as yet, but with embargo on shipments from France there seems a possibility that market will become pretty bare. Some dependence may be placed on Manchurian walnuts, and orders are now being booked for February delivery at prices which are considered good buying. Almonds are easier at point of production, but this has not yet been reflected here. Filberts are being quoted about three to five cents lower for delivery around the end of the year.

Salmon is still an absorbing topic amongst the trade, and there is a current of dissatisfaction apparent over the way operation of the recent commandeering order is being worked out. In the meantime local stocks are being cleaned up fairly well on the best grades, and of course there is no opportunity of replacement.

Coffee continues very firm, and primary points show decided strength. Stocks locally are being absorbed quite rapidly under active demand, and the first of the year presents an element of uncertainty as regards further receipts and how prices may go. Higher prices seem quite probable; deliveries cannot be figured on.

QUEBEC MARKETS

MONTREAL, Nov. 5.—Advances for the week are made for mustard, pickles, beets, sauces, nuts, dried fruits, sweet potatoes, butter, cheese, eggs, and margarine. There is a fair amount of business passing.

Mustards, Pickles Up Oils; Sauces Also

Montreal.

VARIOUS LINES.—Advanced prices apply for mustards. Colman's or Keen's lines are revised to sell at \$2.80 per doz. in quarter pounds; \$5.30 in halves and \$10.40 in one's. One pound jars are quoted at 60c, and 4 pound at \$2.25. A special line of pickles, Niagara brand, are now selling at \$3 per dozen. Sanctuary oil is now on the market and selling at \$3.25 to \$3.50 per gallon. Lea and Perrin's sauce is quoted in one quarter at \$5.25 to \$5.50 per dozen, half pint size.

Unchanged Situation on Refined Sugar

Montreal.

SUGAR.—No changes of any kind have been made as to price or position. Refiners are able to report no bettering of the general situation. Jobbers are receiving small deliveries from day to day and have to be satisfied with the allotments that come to them. Some raw sugars have come through, and as these accumulate sufficiently the various refiners begin melting. It is impossible to melt without an ample supply to keep the plants running for some days, however, and this accounts for the intermittent operations that have to suffice at this time.

Atlantic Sugar Company, extra granulated sugars, 100 lbs.	9 50
Acadia Sugar Refinery, extra granulated icing (50-lb. boxes)	9 50
St. Lawrence Sugar Refinery	9 50
Canada Sugar Refinery	8 75
Dominion Sugar Co., Ltd., crystal granu- lated	9 50
Special icing, barrels	9 30-9 40
Icing (25-lb. boxes)	9 60-9 80
Icing (50-lb. boxes)	9 50-9 60
Diamond icing	9 10
Yellow, No. 1	8 90-9 20
Yellow, No. 2 (Golden)	8 70-9 00
Yellow, No. 3	8 60-8 90
Powdered, barrels	9 20-9 30
Paris lumps, barrels	9 85-10 20
Paris lumps (50-lb. boxes)	9 65
Paris lumps (25-lb. boxes)	9 85
Crystal diamonds, barrels	10 25
Crystal diamonds (boxes 100 lbs.)	10 50
Cut loaf (50-lb. boxes)	10 50-10 60
Cut loaf (25-lb. boxes)	10 70-10 80

Two Pound Beets \$1.40; Peaches Are High

Montreal.

CANNED GOODS.—Two pound beets are again to be had, and the price for old stock is given at \$1.60 to \$1.62½, and new sliced at \$1.40 to \$1.42½. There is a considerable amount of variation in the prices which obtain in jobbing circles on various canned goods, but this applies more to those lines which are scarce, and of which renewed stocks are not in sight. Peaches and pears, and most of the fruits for instance are very high in price. One jobber reports that

there is quite a good deal of salmon to be had and that there will be less difficulty in filling orders than some anticipated. Sardines are high, as is also corn. Pineapple, in its various forms is also expensive.

Salmon Sockeye— "Clover Leaf," ½-lb. flats	2 45
Sovereign, 1-lb. flats	4 62½
Do., ½-lb. flats	2 30
1 lb. talls, cases 4 doz., per doz.	4 50
½ flats, cases 8 doz., per doz.	1 50
Chums, 1-lb. talls	2 05
Do., ½s, flat	1 20
Pinks, 1-lb. talls	2 60
Cohoes, 1-lb. talls	4 35
Red Springs, 1-lb. talls	4 60
Red Springs, ½ lb.	2 45
White Springs (1s)	2 30
Salmon, Gaape, Niobe Brand (case of 4 doz.), per doz.	2 25
Canadian sardines (case)	6 75
Norwegian sardines, per case of 100 (¼s)	22 00
Lobsters, ½-lb. tins, doz.	3 60
Canned Vegetables and Fruits— Asparagus (Amer.) mammoth green, doz.	4 00
Tomatoes, 1s	0 95
Tomatoes, 3s	1 95
Tomatoes, U.S. pack, 2s	1 40
Tomatoes, 2½s	1 90
Tomatoes, gallons	6 00
Peas, standards	1 45
Peas, early June	1 57½
Peas, extra fine, 2s	2 35
Do., fancy, 20 oz.	1 57½
Peas, Moigan, extra fine	2 20
Beans, golden wax	1 95
Beans, Refugee	1 95
Do., old pack	1 80
Do., new pack	2 00
Beets (new sliced), 2-lb.	1 40
Do., (old sliced), 2-lb.	1 60
Corn, 2s, doz.	2 20
Spinach (U.S.), 3s	3 00
Do., (U.S.), gallons	10 00
Corn (on cob, gal. cans), doz.	7 80
Red raspberries, 2s	4 00
Simcoes	2 75
Red cherries, 2s	2 60
Strawberries, 1918 pack (2s)	4 00
Rhubarb, 2½s	2 60
Blueberries, 2s, doz.	1 85
Blueberries, gallons	7 00
Pumpkins, 2½s	1 60
Pumpkins, 3s	1 75
Pumpkins (gallon), doz.	6 00
Potatoes, Can. Sweet, 2½-lb. tins	2 10
Potatoes, Cal. Sweet, 2-lb. tins	2 75
Carrots, sliced, 2s	1 45
Apples (gallons)	4 00
Peaches, 2s (heavy syrup)	2 40
Peaches, standard grade, 2½ lb.	3 60
Peaches, gallon pie (peeled)	7 60
Pears, No. 2	2 75
Pears, gallon (pie peeled)	7 00
Pineapples, 1½s	2 25
Pineapples, 2s	3 10
Pineapples (grated), 2s	2 90
Greengage plums (light syrup), No. 2	2 25
Lombard plums (heavy syrup), 2s	1 70

Molasses Demand Good; Supplies Light

Montreal.

MOLASSES, SYRUPS.—General markets for molasses are steady and firm but no changes have been made here. Distribution has continued on an active scale, and the jobbers have had difficulty in securing ample supplies to fill previously accepted orders. Even at the high prices prevailing to-day there is a good movement. Corn syrups are steady and unchanged, with a most active demand for supplies from all quarters.

Corn Syrup— Barrels, about 700 lbs.	0 07¼
Half bbls.	0 07½
Kegs	0 07¾
2-lb. tins, 2 doz. in case, case	4 80
5-lb. tins, 1 doz. in case, case	5 40
10-lb. tins, ½ doz. in case, case	5 10
20-lb. tins, ¼ doz. in case, case	5 05
2-gal. 25-lb. pails, each	2 25

3-gal. 38½-lb. pails, each	3 40
5-gal. 65-lb. pails, each	5 50
White Corn Syrup— 2-lb. tins, 2 doz. in case, case	5 30
5-lb. tins, 1 doz. in case, case	5 90
10-lb. tins, ½ doz. in case, case	5 60
20-lb. tins, ¼ doz. in case, case	5 55
Cane Syrup (Crystal Diamond)— 2-lb. tins, 2 doz. in case, per case	7 00
Barrels, per 100 lbs.	9 75
Half barrels, per 100 lbs.	10 00
Glucose, 5-lb. cans (case)	4 80

Prices for Island of Montreal	
Barbadoes Molasses— Punchons	1 13
Barreles	2 30
Half barrels	1 18
For outside territories prices range about 3c lower.	

Ample Rice Stocks; Prices Held

Montreal.

RICES, TAPIOCA.—The situation is without feature, either as regards price or supply. There is still a fair movement, but this is no more than seasonable and the jobber could handle more business. Tapioca has moved more actively of late, and as the reports indicate ample holdings of the seed variety and of one or two other grades, the trade may hope to receive its wants promptly. In some quarters prices have been increased somewhat.

Rice, fancy, per 100 lbs.	9 75	10 25
Ice Drips—Japan		11 25
Carolina	12 50	15 00
"Texas"		9 50
Siam, No. 2		9 75
Siam (fancy)		10 25
Rangoon "B"	9 25	9 50
Rangoon CC		9 10
Mandarin		10 00
Special pickling		9 50
Tapioca, per lb. (seed)	0 14½	0 18
Tapioca (Pearl)	0 14	0 18

Supply Rather Than Price Factor in Nut Business

Montreal.

NUTS.—Various prices are obtaining throughout the trade for nuts of the imported varieties. As the supplies of walnuts, almonds and filberts become depleted the trade makes requisite adjustments, and it is really a question of supply these days, without the usual reference to price. Many lines are really quoted at a nominal basis, for, while favorable prices may be had from time to time from the jobber, the importer has to pay enhanced prices for his wants in the open market. All lines are particularly firm, and revisions of an advancing nature have been made for walnuts and almonds, some being off the market for the time being entirely.

Almonds (Tara), per lb.	0 27	0 30
Almonds (shelled)		0 55
Almonds (Jordan)		0 70
Brazil nuts (new)	0 20	0 25
Brazil nuts (med.)	0 15	0 17
Filberts (Sicily), per lb.	0 20	0 24
Filberts, Barcelona	0 24	0 25
Hickory nuts (large and small), lb.	0 10	0 15
Peanuts (roasted)— Bon Tons		0 25
Jumbo	0 25	0 26
Champion		0 22
Fancys, per lb.	0 24	0 25
Extras, per lb.	0 19	0 20
Shelled, No. 1 Spanish	0 18½	0 19
Shelled, No. 1 Virginia	0 19½	0 20½
Do., No. 2		0 14
Peanuts (salted)— Fancy wholes, per lb.		0 40
Fancy splits, per lb.		0 35
Salted Spanish, per lb.	0 25	0 27
Pecans (new Jumbo), per lb.	0 28	0 32
Pecans, large, No. 2, polished		0 28
Pecans, New Orleans, No. 2	0 21	0 24
Pecans "paper shell," extra large		

HELP THE 500,000 OVER THERE BY \$500,000,000 OVER HERE.

Jumbo	0 60
Walnuts (Grenoble)	0 27
Walnuts (new Naples)	0 16
Walnuts (shelled)	0 85
Walnuts (Spanish)	0 30
Note—Jobbers sometimes make an added charge to above prices for broken lots.	

Advances Now Promised For Dried Fruits

Montreal.

DRIED FRUITS.—Advances are likely for raisins, prunes, figs, dates, apricots, peaches, etc. This is in keeping with the position attained during the past couple of weeks, and following the restrictions on imports into Canada from the United States, already fully covered in CANADIAN GROCER. Increased prices may be expected from time to time. It is just possible that raisins will be affected more particularly than any other line. That prices are to-day around 17c per pound is no indication that they will not surpass this figure. One importer stated to CANADIAN GROCER this week that he expected the price would advance to 25c within the next three or four weeks. Stocks, it is generally indicated, are not such as to make the outlook reassuring for the trade. The jobbers are somewhat anxious for the future on dried fruits all around.

Apricots—		
Choice	0 26	0 28
Slabs	0 24½	0 25
Fancy		0 30
Apples (evaporated)	0 16½	0 20
Do., fancy		0 20
Peaches (fancy)	0 21	0 23
Faced		0 19
Choice	0 20	0 21
Extra choice	0 21	0 24
12 oz., per pkge.	0 16	0 18
Pears	0 24	0 25
Drained Peels (old)—		
Citron	0 46	
Lemon		0 40
Orange	0 41	0 43
Drained Peels (new)—		
Lemon	0 40	0 41
Orange	0 42	0 43
Citron	0 47	0 48
Raisins—		
Malaga, table box of 22 lbs., 3-crown cluster, \$3.25-\$4.00; 4-crown cluster, \$5.00; 5-crown cluster, \$6.00.		
Muscateles, loose, 2-crown	0 14	
Muscateles, loose, 3-crown, lb.	0 15	
Cal. Seedless, 15 oz.	0 15½	0 17
Cal. seedless, loose	0 14½	0 16½
Fancy seeded, 16 oz. pkgs.	0 16	0 18
Choice seeded, 16 oz. pkgs.	0 17	0 19
Valencias, selected	0 11½	
Valencias, 4-crown layers	0 11½	
Sultanias (bleached) 50-lb. boxes ..	0 16½	0 20
Currents, old	0 24	0 29
Cartons		0 32
80 lb. Ainslia		0 28
12 oz.		0 26
Do., new	0 32	
Dates, Excelsior, per case (36-10s) ..	7 00	
Do., Dromedary (36-10oz.)	8 00	
Packages only, Excelsior	0 20	
Packages only	0 19	0 20
Do., Dromedary	0 22	
Figs (new), 100 to case	11 00	
Figs (layer), 10-lb. boxes	1 90	2 75
Figs (mats)	0 16	0 18
Figs, Fancy Cal. White (Choice)—		
Pkgs. 16 oz. (10 pkgs.)	1 75	
Pkgs. 10 oz. 12 pkgs.)	1 45	
Pkgs. 8 oz. (20 pkgs.)	2 00	2 60
Pkgs. 6 oz. (50 pkgs.)	3 60	4 75
Pkgs. 4 oz. (70 pkgs.)	3 70	5 00
Muscateles, 4-crown, lb.		0 13
Prunes—		
California, 40-50s	0 19	0 25
50-lb. boxes, 80-90s		0 14½
90-100s	0 13	0 14
20-30s		0 25
30-40s		0 20
25-lb. cases, 50-60s	0 18	0 20
60-70s	0 17	0 18
70-80s	0 15	0 17
80-90s	0 14	0 16
90-100s	0 13	0 15
Oregon, 30-40s	0 15½	0 16½
40-50s	0 15½	0 16½
50-60s	0 12½	0 13½

Beans Are Moving On Easier Basis

Montreal.

BEANS.—The undertone of the bean market is still easier and this condition will prevail think the jobbers. Some supplies of Ontario beans are arriving now, and the trade has been gradually developing for various grades. With production satisfactory this year it is expected that ruling prices will be less than those obtaining last season. Peas are moving fairly well and the price basis is without change but tendencies are easy.

Beans—

Canadian, hand-picked, bush...	7 20	8 10
Ontario, new crop, 3 to 4 lbs..	8 00	9 00
British Columbia		9 00
Brown Beans		7 50
Canadian, 4-5 lb. pickers	7 75	8 00
Japanese	8 00	8 40
Yellow Eyes	8 00	8 50
Kangoon beans, per bushel ..	7 00	7 50
Lima, per lb.	0 19	0 20
Kidney beans	8 00	8 50
Peas, white soup, per bushel ...	4 25	4 50
Peas, split, new crop, bag 98 lbs.	8 25	10 50
Barley (pot), per bag 98 lbs....		6 50
Barley, pearl, per bag 98 lbs.	7 50	8 25

Teas Hold Steady; Japans Somewhat Scarce

Montreal.

TEAS.—Prices hold steady here but without change. It is pointed out that the conditions in the country have somewhat interfered with the movement of travellers, and this has resulted in a somewhat smaller volume of business reaching the distributor. In view of the fact that the sickness epidemic has abated there will be a likely improvement from now on, and the retailer will be again seeking more stock. Japans are still very firm and somewhat scarce.

Ceylon and Indias—

Pekoe, Souchongs, per lb.	0 47	0 49
Pekoes, per lb.	0 51	0 54
Orange Pekoes	0 55	0 57

Japan Teas—

Choice	0 65	0 70
Early Picking	0 53	0 58

Javes—

Pekoes	0 41	0 43
Broken Orange Pekoes	0 43	0 45
Orange Pekoes	0 46	0 49

Inferior grades of broken teas may be had from jobbers on request at favorable prices.

Coffee May Go Higher; Stocks Firmly Held

Montreal.

COFFEE.—As pointed out in CANADIAN GROCER last week, the markets are very firm. Advances then made, and as given last week, are still effective, and the undertone is firm. Supplies are ample for the time being, but it will be interesting to watch the developments of the next few weeks. The release of some 400,000 bags of coffee in the United States will very probably relieve the strained situation that has existed for some weeks. Whether any of this will reach Canada is not determined, but it is an interesting development. It also is clearly indicated that the United States government has evidently decided to control the markets considerably so that the advances that would otherwise have been likely will perhaps not develop.

Coffee, Roasted—

Bogotas, lb.	0 32	0 35
Jamaica, lb.	0 25	0 29

Java, lb.	0 39	0 42
Maracaibo, lb.	0 28½	0 31
Mocha, grades	0 34	0 38
Mexican, lb.	0 27	0 30
Rio, lb.	0 24	0 28
Santos, Bourbon, lb.	0 28	0 31
Santos, lb.	0 28	0 31
Cocoa—		
Bulk cocoa (sweet)	0 25	0 30

Much Honey Moves And Prices Steady

Montreal.

HONEY, MAPLE PRODUCTS.—There is a steady and held position on honey, supplies selling freely at full prices. There have been some heavy sales in round lots of recent days and some white honey has figured in transactions, as well as that of the darker grades. There is nothing of note to report regarding maple syrup or sugar excepting that supplies are going forward from time to time. Prices on sugar are very firm, and even car lots have sold at around 30c this week. Syrup, too, is very firm.

Maple Syrup—

10-lb. cans, 6 in case, per case....	\$15 10
5-lb. cans, 12 in case, per case....	17 10
2½-lb. cans, 24 in case, per case....	18 50
Maple Sugar (nominal)	0 30

Honey, Clover—

Comb (fancy)	0 30
Comb (No. 1)	0 28
In tins, 60 lbs.	0 26
30-lb. pails	0 27
10-lb. pails	0 28
5-lb. pails	0 28
Honey—Buckwheat, tins or bbls.	0 23

Spices Are Held On Firm Basis

Montreal.

SPICES.—The markets here are characterized by a firmness of undertone. Sales are fairly seasonable, but there has been the usual effect already reported from the sickness prevalent everywhere. In the United States market there is a waiting attitude. This is perhaps due to the anticipated change in world events, and with peace nearer many are withholding buying operations for the time being.

	5 and 10-lb. boxes
Allspice	0 20 0 22
Cassia (pure)	0 35 0 37
Cloves	0 75 0 77
Cream of tartar	0 95 1 00
Ginger	0 30 0 40
Ginger (Cochin or Jamaica) ..	0 30
Mace	0 80 1 00
Mixed spice ..	0 30 0 32
Nutmegs	0 45 0 50
Pepper, black	0 42 0 45
Pepper, white	0 48 0 50
Pepper (Cayenne)	0 35 0 37
Pickling spice	0 25 0 27
Paprika	0 65 0 70
Turmeric	0 28 0 30
Tartaric acid, per lb. (crystals or powdered) ..	1 30
Cardamom seed, per lb., bulk....	2 00
Carraway, Dutch, nominal	0 80 0 90
Cinnamon, China, lb.	0 30
Cinnamon, per lb.	0 35
Mustard seed, bulk.	0 35 0 40
Celery seed, bulk (nominal) ..	0 85 0 90
Shredded cocoanut, in pails....	0 21 0 23
Pimento, whole	0 20 0 22

For spices packed in cartons add 3½ cents a lb. and for spices packed in tin containers add 10 cents per lb.

Apple Prices High; Citrus Fruit Scarce

Montreal.

FRUITS.—Prices are high for apple and there are now many varieties from which to choose, the better grades selling around \$7 to \$8 per barrel. The

VICTORY BONDS, STILL MORE VICTORY BONDS. GO THE LIMIT.

same is true of lemons, oranges, and grapefruit, supplies of oranges being very light, and the market affording little choice compared with what is usual at this season of the year. Plums are finished for this year, pears are getting scarce, and grapes, too, are not available in large quantities or variety. Trade is active.

Apples—		
No. 1 Alexanders, bbl.	5 50	6 00
No. 2 Alexanders, bbl.	5 00	
St. Lawrence (in bbls.), No. 1.	7 00	
Do., Do., No. 2.	5 00	
Wealthy (in bbls.), No. 1.	7 00	
Do., Do., No. 2.	5 50	
Greenings 6 50		
McIntosh Reds (best) 8 00		
Gravensteins, No. 1 5 00	6 00	
Fameuse, No. 1 7 50		
Do., No. 2 6 50		
Bananas (fancy large), bunch.	4 00	4 50
Grapes (California fancy), 4 bask.	5 00	
Grapes—		
Tokays 3 00		
Malagas 2 50		
Grapefruit (fancy Jamaica)	10 00	
80, 96, 112 6 00		
Lemons (fancy new Messina)	9 00	13 00
Oranges, Valencia lates 16 00	18 00	
Pears, Cal., eating, small box.	4 00	
Pears, basket (11-qt.) 1 25		
Do., Bartletts 4 00	5 00	

Boston Cukes \$2.50 Doz.; Onions Lower

Montreal.

VEGETABLES.—Lower prices are quoted for onions in 75 pound bags. This is due to the general heavier harvesting of the crop and the active marketing of the same. Sweet potatoes are higher this week, the demand being active and supplies less. Cucumbers from Boston are now here and the same are selling at \$2 50 per dozen. Tomatoes are just about off for the season.

Beans, new string (American)		
basket 3 00		
Beets, new, bag 0 75	1 00	
Cauliflower (Montreal), doz.	2 00	2 50
Corn (sweet), doz. 0 25	0 35	
Cabbage (Montreal), doz. 0 50	1 00	
Carrots, bag 0 85	1 00	
Citron 2 00		
Celery (Montreal), doz. 1 00		
Do., crates (6-7 doz.) 6 00		
Cauliflower (Montreal), doz.	3 00	
Cranberries, bbl. 12 50		
Brussels Sprouts (doz.) 1 00		
Cucumbers, Boston (doz.) 2 50		
Egg plant, doz. 1 00	2 00	
Gherkins, box 3 00		
Horseradish, lb. 0 20		
Lettuce, curly (doz.) 0 40	0 50	
Lettuce, Boston, doz. 1 25		
Leeks 1 00	1 50	
Mint 0 20		
Mushrooms, lb. 0 90		
Onions, Can., bag (75 lbs.) 2 00		
No. 1 Yellow (75 lbs.) 1 50		
No. 1 Red (75 lbs.) crate. 1 50		
Oyster Plant 0 50		
Parsnips, new, bag 1 50		
Parsnips, new, doz. bunches 1 00		
Parsley (Canadian) 0 20		
Potatoes, Montreal new (90-lb. bag) 1 75	1 90	
Potatoes (New Brunswick), bag. 2 00	2 25	
Potatoes (sweet), hamper 2 75		
Pumpkins (doz.) 2 00		
Romane 0 50		
Rhubarb, doz. 0 25	0 35	
Spinach, box 0 75		
Squash (Huber), doz. 2 50		
Turnips, new, per bag 1 00		
Tomatoes (hothouse), lb. 0 25		
Vegetable Marrow (doz.) 1 00		
Watercress (Can.) 0 40		

Montreal.

Corn Products Easier; Rolled Oats Firm

Montreal.

CEREALS.—A steady price basis for rolled oats obtains, the demand being active and some being supplied with all

the orders they can fill for some weeks to come. Cornmeal is showing an easier tendency, the lower corn prices being a factor, and temporary demand for corn-flour being somewhat less. The various substitutes are selling fairly well, although there is a reported quiet for some of the lines from time to time. The lists are generally without change.

Self-raising flour—		
5-lb. pkgs., doz.	2 90	
6-lb. pkgs., doz.	5 70	
Cornmeal, Buckeye 6 00	6 25	
Cornmeal, Gold Dust 6 00	6 40	
Cornmeal (bolted) 4 65		
Barley, pearl 6 25	7 30	
Barley, pot, 98 lbs. 4 75	5 30	
Barley (roasted) 7 50		
Barley flour, 98 lbs. 5 25	4 75	
Buckwheat flour, 98 lbs. 9 50		
Cornflour, white (2 bags) 10 20		
Do., bags 6 75		
Cornflour (standard), (2 bags) ..	9 20	
Do., bags 5 00	5 50	
Rice flour 8 75	9 00	
Oat flour (2 bags) 12 10		
Do., bags 5 75		
Hominy grits, 98 lbs. 6 75	8 00	
Hominy, pearl, 98 lbs. 7 50	8 00	
Graham flour 5 80	6 75	
Oatmeal (standard-granulated and fine)		
Peas, Canadian, boiling, bush.	4 95	5 50
Split peas 8 25		
Rolled oats, 90-lb. bags 4 95	5 15	
Rolled oats (family pack.), case 5 40		
Oatmeal (packages) fine cut.	5 75	5 80
Rolled oats (small size), case 2 00	2 05	2 12½
Rolled wheat (100-lb. bbls.)	6 75	8 00
Rye flour (Can.), 98 lbs. 6 05	7 00	

ONTARIO MARKETS

TORONTO, November 6.—Higher prices on raisins, apricots and other dried fruits are generally being adopted owing to scarcity developing in these lines. Dome lead and sal soda have joined the list of goods to reach higher levels. Business has been affected to quite an extent by epidemic of sickness but improvement is noted this week.

Sugar Outlook Not Much Better

Toronto.

SUGAR.—Some refiners report increased shipments of sugar during the past week, and these will undoubtedly help out the situation to some extent. However, sugar is by no means plentiful, and any which comes to the city is quickly absorbed. The epidemic of sickness which has prevailed for the last two or three weeks curtailed the demand to some extent, and for this reason shortage of sugar has not been felt so keenly. However, the new crop is not likely to be available much before January, and this being the case offerings during December may be mighty light. No change in the quotations for the week are noticeable.

Atlantic, extra granulated 9 79	
St. Lawrence, extra granulated.	9 79
Acadia Sugar Refinery, extra granulated.	9 79
Can. Sugar Refinery, extra granulated.	9 04
Dom. Sugar Refinery, extra granulated.	9 79
Canada Sugar differentials: 50-lb. sacks, 10c over 100-lb. 20-lb. gunnies, 25c advance; 10-lb. gunnies, 40c advance; 5-lb. cartons, 50c advance; 2-lb. cartons, 60c advance. St. Lawrence differentials: In 25-lb. gunnies, 25c over 100 lb.; 20-lb. gunnies, 40c advance; 10-lb. gunnies, 50c advance; 5-lb. gunnies, 60c advance; 5-lb. cartons, 60c advance; 2-lb. cartons, 70c advance. Atlantic differentials: 20-lb. bags, 40c advance over 100	

Do. (American), 98 lbs.	6 85
Tapioca flour, lb.	0 15

Much Flour is Milled; Feeds Absorbed

Montreal.

FLOUR AND FEEDS.—The millers could handle more local business than is passing at present. The position is steady and unchanged, with export business active, where millers are catering to this class of demand. Feeds are firm under continued strong demand. So long as shorts and bran are priced favorably in relation to other feeds the use of them will continue heavy, and this is the position with regard to these two lines. They are very firm, and used up as fast as the millers' supplies are available.

War Standard, Graham and Whole

Wheat Flours—	
Mixed car lots on track 11 40	
Straight car lots on track (minimum 50,000 lbs. on track)	11 30
Add 10c for delivery for car lots.	
Add 20c for delivery for small lots.	
Bran, per ton, car lots on track	37 25
Shorts, car lots on track 42 25	
Crushed oats 61 00	72 00
Barley meal 58 00	66 00
Barley chop 58 00	64 00
Gluten feed (23% protein)—	
F.O.B. Cardinal 62 00	
F.O.B. Ft. William 60 00	
Feed oats, per bushel 1 05	
Shorts and bran delivered in Montreal \$1.00 per ton extra.	

lb.; 10-lb. gunnies, 50c advance; 5-lb. cartons, 50c advance; 2-lb. cartons, 70c advance. Acadia 100 lbs.; 10-lb. gunnies, 45c advance; 5-lb. cartons, 45c advance; 2-lb. cartons, 50c advance. Barrels of granulated and yellow may be had at 5c over above prices, which are for bags. Fancy sugars make a corresponding increase when put up in small packages. No. 1 yellow is 30 to 40c per 100 lbs. under granulated. No. 2 yellow is 10 to 20c per 100 lbs. under No. 1 yellow, and No. 3 yellow 20c to 30c less than No. 1.

Dome Lead Goes Higher, Other Lines

Toronto.

DOMELAD.—Higher prices are out on James Dome lead, quotations which are now being made to the trade on the 6s being \$2.90 per gross, and on the 2s, \$3.00 per gross.

Sal soda has also registered an advance, selling at 15 cents per pound in bulk.

Babbitt's cleanser, 50s now takes a selling price of \$3.10; Babbitt's 1776 soap powder, 100s, is up to \$5.65; Babbitt's Kosher cleanser, 50s, \$3 10; Babbitt's pure lye, 48s, \$5.95.

Molasses Selling; Syrups Steady

Toronto.

MOLASSES, SYRUPS.—Stocks of bulk molasses are considered very fair, but that in containers is becoming rather scarce. However, so far the trade has been taken care of, and although the demand is very good, no immediate shortage is looked for. Prices have held firm, and dealers are cleaning up on small sizes, namely 1¼s and 2s, as when present stocks are exhausted they will be unable to replace them. There is nothing new to report in regard to

OTHERS ARE DOING THE FIGHTING. HELP BY DOING THE BUYING.

syrops. The demand keeps up remarkably well, and as far as prices are concerned there is nothing new to report. The market on corn seems to be just a little unsettled at the present time, and one hardly knows which way the prices will shift. Until a steadier basis is arrived at, or some marked change from the present figures is made, no change in the corn syrup is looked for.

Corn Syrups—

Barrels, Crown or Bee Hive, per lb.	0 07 1/4	
Cases, 2-lb. tins, Crown or Bee Hive, 2 doz. in case	4 80	
Cases, 5-lb. tins, Crown or Bee Hive, 1 doz. in case	5 40	
Cases, 10-lb. tins, Crown or Bee Hive, 1/2 doz. in case	5 10	
Cases, 2-lb. tins, Lily White or White Clover, 2 doz. in case	5 30	
Cases, 5-lb. tins, Lily White or White Clover, 1 doz. in case	5 90	
Cases, 10-lb. tins, Lily White or White Clover, 1/2 doz. in case	5 60	
Half barrels, 1/4 c over bbls.; 1/4 bbls., 1/2 c over bbls.		

Cane Syrups—

Barrels and half barrels, lb.	0 07 1/2	0 08
Cases, 2-lb. tins, 2 doz. in case	7 00	

Molasses—

Fancy, Barbadoes, barrels	1 05	1 10
Choice Barbadoes, barrels	0 95	1 00
West India, 1/2 bbls., gal.	0 56	
West India, No. 10, kegs	6 50	
West India, No. 5, kegs	3 25	
Tins, 2-lb., table grade, case 2 doz., Barbadoes	4 90	
Tins, 3-lb., table grade, case 2 doz., Barbadoes	6 75	
Tins, 5-lb., 1 doz. to case, Barbadoes	5 30	
Tins, 10-lb., 1/2 doz. to case, Barbadoes	5 20	
Tins, 2-lb., baking grade, case 2 doz.	5 50	
Tins, 3-lb., baking grade, case of 2 doz.	7 40	
Tins, 5-lb., baking grade, case of 1 doz.		
Tins, 10-lb., baking grade, case of 1/2 doz.		
West Indies, 1/2, 48s	6 95	

Trade in Canned

Goods Quite Normal

Toronto.

CANNED GOODS.—Trade seems to be following along normal lines, and a very good movement to the retail trade is in progress. Dealers are showing a disposition to take into stock what they will require for some little time and it is expected that a fairly big drive will be made on canned goods when the scarcity of dried fruits becomes apparent. In the meantime quotations range at unchanged levels and business generally is considered very satisfactory.

Following prices on canned goods are general quotations from wholesaler to retailer and not F.O.B. factory prices.

Salmon—

Soakeye, 1s. doz.	4 00	4 50
Soakeye, 1/2s. doz.	2 40	2 50
Alaska reds, 1s. doz.	3 75	3 85
Chums, 1-lb. tins	2 35	2 60
Do., 1/2s. doz.	1 35	1 45
Pinks, 1-lb. tins	2 25	2 60
Do., 1/2s. doz.	1 35	1 50
Cohoes, 1/2-lb. tins	1 85	1 90
Cohoes, 1-lb. tins	3 45	3 75
Red springs, 1-lb. tins	3 65	3 95
White springs, 1s. dozen	2 30	2 35
Lobsters, 1/2-lb., doz.	8 75	
Pitchards, 1-lb. tins, doz.	2 15	

Canned Vegetables—

Beets, 2s.	1 90	2 30
Tomatoes, 2 1/2s.	1 80	2 10
Peas, standard	1 55	1 95
Peas, early June	1 67 1/2	2 25
Beans, golden wax, doz.	2 00	2 10
Asparagus tips, doz.	3 42 1/2	3 45
Asparagus butts	2 00	2 02 1/2
Corn, 2s. doz.	2 20	2 60
Pumpkins, 2 1/2s.	1 80	2 00
Spinach, 2s. doz.	1 80	1 90
Do., 2 1/2s. doz.	2 52 1/2	2 55
Do., 10s. doz.	7 55	7 57 1/2
Succotash, 2s. doz.	2 30	2 35

Pineapples, sliced, 2s. doz.	3 20	3 50
Do., shredded, 2s. doz.	3 00	3 02 1/2
Rhubarb, preserved, 2s. doz.	2 07 1/2	2 10
Do., preserved, 2 1/2s. doz.	2 65	2 67 1/2
Do., standard, 10s. doz.	4 50	4 52 1/2
Cherries, 2s.	2 75	2 90
Peaches, 2s.	2 87 1/2	2 90
Pears, 2s.	2 87 1/2	2 90
Plums, Lombard, 2s.	1 97 1/2	2 22 1/2
Plums, Green Gage	2 17 1/2	2 37 1/2
Raspberries, 2s. H.S.	4 50	
Strawberries, 2s. H.S.	4 50	
Blueberries, 2s.	2 10	2 35
Preserved Fruits, Pint Sealers—		
Peaches, pint sealers, doz.	3 40	3 45
Jams—		
Apricot, 4s. each	0 84	
Black currants, 16 oz., doz.	3 40	3 90
Do., 4s. each	0 98	
Gooseberry, 4s. each	0 84	
Peach, 4s. each	0 82	
Red currants, 16 oz., doz.	3 45	
Raspberries, 16 oz., doz.	3 40	4 25
Do., 4s. each	0 98	1 10
Strawberries, 16 oz., doz.	3 90	4 25
Do., 4s. each	1 08	1 10

Raisins Higher, Other Lines Too

Toronto.

DRIED FRUITS.—Stiffer prices are noticed on raisins during the week. In fact practically all dried fruits show a tendency to stiffen up somewhat in price. It is understood that the United States Food Administration has lifted the embargo on dates and supplies now in bond, New York, will be permitted to come through. There seems to be some uncertainty as to whether these will arrive in time for Christmas or not, but the hope is expressed that deliveries will be forthcoming at an early date. The range of quotations which is now prevailing is given herewith:

Apples, evaporated, Ontario	0 18	0 20
Do., do., New	0 16 1/2	
Apricots, unpitted	0 16 1/2	
Do., fancy, 25s	0 30	
Do., choice, 25s	0 25	0 27
Do., standard, 25s	0 22 1/2	0 26
Candied Peels, American—		
Lemon	0 43 1/2	
Orange	0 45 1/2	
Citron	0 53	
Currants—		
Grecian, per lb.	0 26	0 28
Australians, lb.	0 30	0 35
Dates—		
Excelsior, kgs., 3 doz. in case	6 50	6 75
Ornamental dates, 3 doz. in case	7 50	7 75
Figs—		
Tape, lb.		
Malagas, lb.		
Comadre figs, mats, lb.	0 13	0 14
Cal., 4 oz. pkgs., 70s, case	5 00	
Cal., 8 oz., 20s, case	3 25	
Prunes—		
30-40s, per lb.	0 18	
40-50s, per lb.	0 19	
50-60s, per lb.	0 16 1/2	
60-70s, per lb.	0 15 1/2	
70-80s, per lb.	0 14 1/2	
80-90s, per lb.	0 13 1/2	
90-100s, per lb.	0 12 1/2	
100-120s	0 10 1/4	
Peaches—		
Standard, 25-lb. box, peeled	0 24	
Choice, 25-lb. box, peeled	0 25	
Fancy, 25-lb. boxes	0 22	
Practically peeled, 25-lb. boxes	0 22 1/2	
Extra choice, 25-lb. box, peeled	0 26	
Raisins—		
California bleached, lb.	0 17	0 18
Seeded, fancy, 1-lb. packets	0 16	
Seedless, 16-oz. packets	0 16	
Seedless, Thompson's, 25s.	0 16	
Do., Bakers, Thompson's, 50s	0 17 1/2	0 18
1 Crown Muscatels, floated, 50s	0 14	

Teas Steady.

Only Fair Movement

Toronto.

TEAS.—Reports from the other side indicate that some improvement in the market situation is to be noticed. Latest advices indicate that important quantities of tea are being sent from the

Pacific coast to New York where they will be available in the event of peace for export business to Europe. What the trend of the market will be after the war, it is just a little uncertain to say, but in the opinion of one of the largest tea distributors operating in Great Britain, tea will undergo a sharp advance. The reason assigned for this opinion is that warring nations will be eager to secure tea and will absorb enormous quantities, so that higher prices are almost bound to result. The situation locally is without any special feature. There is some tea moving, but this does not represent a very big total.

Ceylon and Indias—

Pekoe Souchongs	0 46	0 48
Pekoes	0 48	0 56
Broken Pekoes	0 56	0 58
Orange Pekoes	0 58	0 60
Broken Orange Pekoes	0 60	0 62
Javas—		
Broken Pekoes	0 45	0 48
Japans and Chinas—		
Early pickings, Japans	0 50	
Second pickings	0 40	0 48
Hyson Thirds, lb.	0 40	0 48
Do., Seconds	0 50	0 55
Do., sifted	0 50	0 62

Firm Situation

Continues in Coffee

Toronto.

COFFEE.—Conditions generally are very much the same as regards coffee. The market is undoubtedly very firm and no recession from present values is looked for. Stocks are sufficient to take care of the immediate requirements of the trade and what the future may bring forth is still an uncertain quantity. Rideau Hall coffee, in half pound tins, is now quoted at \$2.90 per dozen, and in 1-lb. tins, 45c per pound.

Coffee—

Bogotas, lb.	0 33	0 36
Guatemala, lb.	0 29	0 31
Maracaibo, lb.	0 30	0 35
Mexican, lb.	0 32	0 36
Jamaica, lb.	0 31	0 36
Blue Mountain Jamaica	0 46	
Mocha, Arabian, lb.		
Rio, lb.	0 26	0 32
Santos, Bourbon, lb.	0 32	0 35
Chicory, lb.	0 25	
Cocoa—		
Pure, lb.	0 25	0 30
Sweet, lb.	0 18	0 20

Spices Unchanged;

Situation Unsettled

Toronto.

SPICES.—There has been no change recorded during the week but reports from primary points indicate rather an unsettled market. Peace talk seems to have had a rather disturbing influence though this is not shown in any sensational rises or declines. Locally the demand is fairly good.

	Per lb.	
Allspice	0 18	0 25
Cassia	0 33	0 45
Cinnamon	0 45	0 60
Cayenne	0 30	0 35
Cloves	0 75	0 85
Ginger	0 30	0 45
Herbs — sage, thyme, parsley, mint, savory, marjoram	0 40	0 70
Pastry	0 28	0 40
Pickling spice	0 22	0 30
Mace	0 90	1 10
Peppers, black	0 44	0 46
Peppers, white	0 50	0 55
Paprika, lb.	0 60	0 65
Nutmegs, selects, whole, 100s	0 45	0 50
Do., 80s		0 55
Do., 64s	0 60	0 65
Mustard seed, whole	0 35	0 45
Celery seed, whole		0 75
Coriander, whole	0 25	0 35

HELP BUY THE TICKET TO BERLIN WITH VICTORY BONDS.

Caraway seed, whole	0 90	1 00
Tumeric	0 30	
Cream of Tartar—		
French, pure	1 00	1 10
American high test		
2-oz. packages, doz.	2 00	
4-oz. packages, doz.	3 50	
8 oz. tins, doz.	6 75	6 85
Tartarine, barrels, lb.	0 21	
Do., 8 oz., doz.	1 75	
Do., 16 oz., doz.	3 25	

Shelled Walnuts Grow

Scarce; Almonds Quiet

Toronto.

NUTS.—Indications are that shelled walnuts are going to be scarce. There are no new crop coming out of France, and no indication of any this year at least. Greater dependence is being placed on Manchurian walnuts and these are selling, February delivery, around 60 to 65 for ½s, with broken about 5c less. Budded California walnuts in the shell are being offered at around 45c. Reports from points of production show an easier feeling in new crop almonds, but this has not yet been reflected here nor is it likely to be for some little time. Filberts are being quoted around 35c to arrive about the end of the year, and at this figure are considered mighty good buy. Sales continue to be made along very good lines, and prices continue very firm. Application was recently made for licenses for pecans, but these were refused. Christmas trade is expected to show up very nicely and no scarcity is expected to develop prior to that time.

Almonds, Tarragonas, lb.	0 30	0 32
Chestnuts, Canadian, peck	2 50	2 75
Walnuts, Bordeaux		
Walnuts, Grenoble, lb.	0 33	0 35
Walnuts, Manchurian, lb.		
Filberts, lb.	0 24	0 25
Pecans, lb.		
Peanuts, Jumbo, roasted	0 25	0 26
Do., Fancy, roasted	0 23	0 24
Brazil nuts, lb.	0 20	0 27
Shelled—		
Almonds, lb.	0 51	0 55
Filberts, lb.	0 38	0 45
Walnuts, lb.	0 78	0 85
Peanuts, Spanish, lb.	0 19	0 20
Do., Chinese, 30-32 to oz.	0 17	0 18
Brazil nuts, lb.		0 85

New Developments

Lacking in Beans

Toronto.

BEANS.—There has been no new development in the bean market this week. Prices are steady and reports seem to indicate rather a quiet tone. Range of quotations is given as follows:

Ontario, 1-lb. to 2-lb. pickers, bu.	6 50	6 75
Do., hand-picked		8 00
Can. White Kidney Beans, bush.	8 40	9 00
Japanese Kotosashi, per bush.		8 00
Rangoons, per bush.	6 00	6 50
Limmas, per pound	0 17½	0 19

Rice To Remain

High? The Outlook

Toronto.

RICES.—Quotations which are being offered by importers to-day are considered fairly high by buyers who point to the heavy crop of Japan rices as a factor which will have a tendency to bring prices down. However, the feeling prevails that very heavy shipments of rice are almost bound to go to Russia and Bulgaria and countries thereabouts which are starving and need food which can be transported to them quickly. The question of transportation is one which must always be taken into account in

bringing these goods across to Canada and importers seem to feel that with the heavy demand from other sources, and the difficulty in securing deliveries that prices will not decline any at all. The situation locally at the present time is without any special significance. Stocks are very good and the requirements of the trade are being met quite satisfactorily.

Texas, fancy, per 100 lbs.	12 50	13 00
Blue Rose Texas, per 100 lbs.	12 75	13 1
Honduras, fancy, per 100 lbs.	13 00	13 50
Siam, fancy, per 100 lbs.	10 50	11 50
Siam, second, per 100 lbs.	10 00	11 00
Japans, fancy, per 100 lbs.	11 00	12 00
Japans, second, per 100 lbs.	10 00	11 00
Chinese XX, per 100 lbs.	9 50	10 50
Do., Simiu		13 00
Do., Mujin, No. 1		12 00
Do., Pakling		11 50
Tapioca, per lb.	0 14½	0 15
White Sago	0 14½	0 16

Little Honey

Moving; Maple Syrup

Toronto.

HONEY, MAPLE SYRUP.—There is no lively feature to the honey market. Prices rule with a very firm undertone and there is little interest manifest among the retail trade. Conditions affecting the market on maple syrup show no particular item of interest. Trade is normal and prices hold at unchanged levels.

Honey—		
Clover, 2½-lb. tins	0 29	0 30
5-lb. tins	0 28	0 29½
10-lb. tins	0 28	0 29
Buckwheat, 60-lb. tins	0 27½	0 28
Comb, No. 1, fancy, doz.	3 75	4 25
Do., No. 2, doz.		3 00
Maple Syrup—		
No. 1, 10-lb. tins, 6 to case ..		15 10
No. 2, 5-lb. tins, 12 to case ..		17 10
No. 3, 2½-lb. tins, 24 to case ..		18 50
No. 3, 32-oz. bottles, 24 to case		16 70
Gallon tins, Imperial, per gal.		2 25
5-gallon tins, Imperial, per tin ..		10 50
Barrels, 25 or 40 Imp. gals., gal.		2 00

Grape Fruit Declines;

Some Oranges Down

Toronto.

FRUITS.—Lower prices have been named on grape fruit. Stock coming to hand is in very good condition and moving forward to the trade quite readily. Florida oranges are lower but Valencias still range at high levels for any stock offering. Lemons are firm and apples are held at unchanged levels.

Apples—

11-qt. basket	0 30	0 50
Do., B.C. Crab, box		1 75
Do., B.C. McIntosh Reds, box ..	3 25	3 50
Do., B.C. Jonathans, box ..	3 25	3 50
Do., in Barrels. No. 1 No. 2 No. 3		
Kings	6 00	5 50 5 00
Greenings	5 00-5 50	4 50-5 00 3 25-4 25
Baldwins	5 00-5 50	4 50-5 00 3 25-4 25
Wealthys	5 00	4 50 4 00
Blenhems	5 00-5 50	4 50-5 00 4 00
Ribstons	5 00	4 50 4 00
Alexanders	5 00	4 50 4 00
Wolf River	5 00	4 50 4 00
St. Lawrence	5 00	4 50 4 00
Snows	6 50	6 00
C. Pippin	5 00-5 50	4 50-5 00 3 25
Bananas, per lb.	0 06½	0 07
Cranberries, bbls.	12 00	13 00
Do., boxes (28-30 qts.)		4 75
Grapes—		
Do., Cal. Emperors, lugs (box) ..	3 50	4 00
Do., Cal. kegs		8 50
Do., Almeria	11 00	13 00
Grapefruit—		
Florida, 36s, 46s	4 50	5 00
Do., 54s, 64s, 72s, 80s	5 00	5 75
Do., 96s		5 75
Oranges—		
Valencias—		
100s, 126s, 150s	12 00	14 00
176s, 200s, 216s, 250s, 288s.	15 00	17 00

Florida, 126s, 150s, 176s, 200s, ..		
216s, 250s, 288s	8 50	9 00
Lemons, Cal., case	11 00	14 00
Pears, Cal. Columbias, box	5 00	5 50
Pomegranates, ½ boxes	4 50	

Potatoes Decline;

Onions Go Lower

Toronto.

VEGETABLES.—A decline of 25c in Ontario potatoes is noted this week at \$1.75. Onions are also lower at \$2.25 per 100 pound bag and \$1.75 per 75 pound bag. Celery is easier, being quoted as low as \$3 to \$3.25 per crate.

Cabbage, Can., crate	1 35	
Do., do., doz.	0 75	0 90
Celery, Fancy Thedford, crates ..	3 50	4 50
Onions, Can. Yellow, 100-lb. bag.	2 25	2 40
Peppers, green, basket	0 40	0 50
Potatoes, New Jersey sweet, ham-		
per		2 50
Potatoes, Ontario, bag	1 75	1 85
Do., N.B. Delawares, bag		2 15
Quinces, 11s		1 00

Lower Prices to

Come on Flour?

Toronto.

FLOUR.—A decline of 10c per barrel in flour, in addition to 10c drop brought about by change in bags last week is being talked of. It appears that stocks of flour are accumulating as purchases on British account have been deferred. Also there seems a possibility that lower prices in the States may be taken advantage of by the War Purchasing Commission unless mills here reduce their prices. The situation seems just a little uncertain as far as export business is concerned, but domestic trade will probably not be affected at all. Latest reports from Ottawa on the Food Board substitute order would indicate that there is a possibility of rolled oats being reinstated as a substitute in the Western provinces. No indication as to what may develop in the East is given out.

FLOUR

Government Standard, 74% Extraction.		
Manitoba Wheat Flour, in carload ship-		
ments, on track, bbl.	\$11 40	\$11 50

Situation Steady

in Mill Feeds

Toronto.

MILL FEEDS.—The market is steady and unchanged. The demand is maintained, a good volume of business being maintained.

MILL FEEDS—

Bran, per ton	In carlots, track
Shorts, per ton	\$37 00
	42 00

Salt Package Revised;

New Prices

Toronto.

SALT.—A revision in the size of package and method of packing is in progress and new prices are now being named to the trade. It is understood that after Monday next there will be three sizes only offered, a 3½-lb. bag packed 80 bags to the barrel, a 7-lb. bag packed 40 bags to the barrel, and a 14-lb. bag packed 20 bags to the barrel. Prices, though not completely worked out, will range around the following figures: 3½-lb. 80's, \$5.50 to \$5.65 per barrel; 7-lb. 40's, \$5.15 to \$5.25 per barrel; 14-lb. 20's, \$4.75 to \$4.85 per barrel.

MONEY IS NEEDED IN PEACE OR WAR. PREPARE WITH VICTORY BONDS.

WEEKLY MARKET REPORTS BY WIRE

Statements From Buying Centres, East and West

British Columbia

FROM VANCOUVER, BY WIRE.

Vancouver, B.C., Nov. 6.—The new crop California walnuts have arrived on the market and are listed at 40 cents; this is the highest opening price on record. Oranges are now \$16 and lemons \$14 and very scarce. Lowland potatoes \$40 and highland \$45. The cheese market is firmer at 27½c. Butter is firm but unchanged. While oleo has gone up to 35¾ lard is 33½. The new crop of beans seems to be of excellent quality and the returns large. The price for B.C. beans has dropped to 13c. Fresh eggs have gone up to 85c. The apple market is active.

Sugar, pure cane, gran., 100 lbs.	9 45
Flour, war grade, Manitoba, per	
per bbl., in car lots	10 80
Rice, Siam, No. 1, per ton	4 20
Do., Siam, No. 2	1 85 1 90
Rice, China, 44 lb. mats, No. 1	1 90 1 95
Do., No. 2	1 75 1 80
Beans, Japanese, per lb.	0 10 0 12
Beans, B.C., white	0 14½ 0 15
Potatoes, per ton	
Potatoes, lowland	40 00
Potatoes, ashcroft	45 00
Lard, pure, in 400-lb. tierces, lb.	0 33½
Lard compound	0 26¼
Butter, fresh made creamery, lb.	0 52
Cheese, Canadian	0 27½
Margarine	0 35¾
Eggs, new-laid, in cartons, doz.	0 85
Oranges, box	16 00
Lemons	14 00
New Cal. figs, 70 4-oz. pkgs.	5 25
Almonds	0 30
Brazils	0 30
Filberts	0 30
Cal. Walnuts	0 30
Cal. Walnuts, No. 2	0 25
Walnuts, Manchurian	0 25
Peanuts	0 25
Charge for roasting, per sack	1 00

Alberta Markets

FROM CALGARY, BY WIRE.

Calgary, Alta., Nov. 6.—Flour is down 10c barrel. Rolled oats, 80's remain at \$4.80, but smaller sizes are advanced slightly. Rye flour is now \$10.80, cornmeal \$11; cheese, large, 27c and 28c; new laid eggs \$16; storage \$15 to \$15.50. Fanshine advanced 40c case. Squirrel peanut butter 1's dropped 20c dozen. There are many different quotations on evaporated fruits, quite a few advances being recorded. Campbell's tomato soups are quoted at \$7.40 to arrive. There are no stocks of oranges or lemons. Local potatoes \$30 a ton. Standard peas \$3.50 per case.

Beans, small, ivory, lb.	0 07½ 0 09
Beans, Kootenashi	14 00
Flour, 98s, per bbl.	10 85
Rye flour, 49s, per bbl.	10 80
Cornmeal, 24s, per bbl.	11 00

Rollled oats, 80s	4 80
Rice, Siam, cwt.	9 75 11 25
Tapioca, lb.	0 14
Sago, lb.	0 14
Sugar, pure cane, granulated, cwt.	10 87
Cheese, No. 1, Ontario, large	0 27 0 28
Butter, creamery, lb.	0 49 0 40
Do., dairy, lb.	0 35 0 40
Lard, pure, 3s, per case	18 90
Eggs, new-laid, case	16 00
Eggs, No. 1 storage, case	15 00 15 50
Candied peel, lemon, lb.	0 34½ 0 36½
Do., orange, lb.	0 36½ 0 39½
Do., citron, lb.	0 39½
Tomatoes, 2½s, stand. case, spot	3 95 4 00
Corn, 2s, case	4 95 5 00
Peas, 2s, standard case	3 50 3 50
Apples, gala., Ontario, case	2 20 2 85
Strawberries, 2s, Ontario, case	8 50 8 50
Raspberries, 2s, Ontario, case	8 50 8 75
Cherries, 2s, red, pitted	6 40 6 40
Apples, evaporated, 50s, lb.	0 21 0 21
Apricots, evaporated, lb.	0 26 0 29
Peaches, evaporated, lb.	0 18 0 20
Peaches, 2s, Ontario, case	4 75 4 75
Salmon, pink, tall, case	9 00 10 25
Salmon, Sockeye, tall, case	
Do., halves	
Potatoes, per ton	30 00
Oranges, Valencia, case	
Lemons, case	12 00
Grapefruit	7 50 8 00

Saskatchewan Markets

FROM REGINA, BY WIRE.

Regina, Sask., Nov. 6.—The National Fish Day in Regina was a big success, merchants reporting considerable increase in fish sales, particularly in flat fish. Ontario pears, 11-quart baskets, selling from \$1.50 to \$1.60. There are no lemons in the city at present though a car is on the way. California grapes 25 pounds \$4.50; Ontario Concord are 55c per six-quart basket. Washington celery is 10c. B.C. onions are quoted at \$69 per ton. Vegetables are: cabbage 3c; squash 3½c; beets 3c; turnips 2½c; parsnips 4c; carrots 2½c. Eggs continue scarce as price mounts.

Beans, small white Japans, bu.	7 50
Beans, Lima, per lb.	
Flour, standard, 98s	5 57½
Molasses, New Orleans, gal.	0 75
Rollled oats, bails	4 85
Rice, Siam, cwt.	9 25
Sago, lb.	0 12½
Tapioca, lb.	0 15
Sugar, pure cane, gran., cwt.	10 69
Cheese, No. 1 Ontario, large	0 27½ 0 28
Butter, creamery	0 50
Lard, pure, 3s, per case	18 40
Bacon, lb.	0 47½
Eggs, new-laid	0 40 0 45
Pineapples, case	5 75
Tomatoes, 3s, standard case	4 50
Corn, 2s, standard case	4 85
Peas, 2s, standard case	3 60 5 20
Apples, gal., Ontario	2 40 2 75
Apples, evaporated, per lb.	0 19½
Strawberries, 2s, Ont., case	8 50
Raspberries, 2s, Ont., case	8 70
Peaches, 2s, Ontario, case	4 65
Plums, 2s, case	3 40
Salmon, finest Sockeye, tail, case	18 00
Salmon, pink, tall, case	9 25
Pork, American clear, per bbl.	40 75 41 00
Onions, ton	69 00
Potatoes, bushel	1 00
Apples, Washington, box	2 50 2 25
Pears, Washington, box	4 00
Grapefruit	7 50 8 00
Cranberries, bbl.	15 00

New Brunswick Markets

FROM ST. JOHN, BY WIRE.

St. John, N.B., Nov. 6.—With the exception of raisins and prunes the market already shows a decided shortage of dried fruits, and there is a prospect of famine by Christmas. Evaporated peaches are entirely gone and are not quoted. Evaporated apples on the other hand show a decline to 17c and 17½c. Flour quoted at 10c advance, making it \$12.80. Cheese is higher at 29c to 29½c. Fresh eggs are 60c, case 53 to 55c. Breakfast bacon 38c to 40c. Tub butter is higher, 43c to 44c. Potatoes firm at \$3.50 to \$3.75. Lemons are quoted at \$13 to \$14. Oranges \$10 to \$15. Grapefruit is lower, 6.50 to 7. No more California peaches are offering.

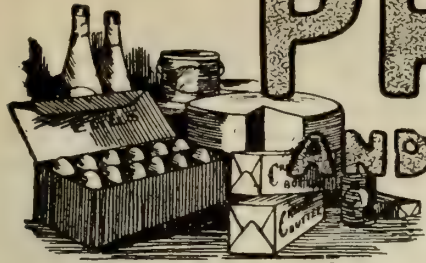
ST. JOHN, N.B.:

Flour, No. 1 patents, bbls., Man.	12 80
Cornmeal, gran., bags	7 00
Cornmeal, ordinary, bags	3 65 3 75
Sugar—	
Standard, granulated	9 85 9 90
No. 1, yellow	9 35 9 40
Cheese, N.B., twins	0 29 0 29½
Eggs, fresh, doz.	0 60 0 60
Eggs, case	0 53 0 55
Breakfast bacon	0 38 0 40
Butter, creamery, per lb.	0 48 0 50
Butter, dairy, per lb.	0 45 0 48
Butter, tub	0 43 0 44
Margarine	0 30 0 32
Lard, pure, lb.	0 35 0 35½
Lard, compound	0 28 0 28½
American clear pork	56 00 64 00
Beef, corned, ls	4 90
Tomatoes, 3s, standard, case	4 40
Raspberries, 2s, Ont. case	6 20
Peaches, 2s, standard case	6 00
Corn, 2s, standard case	4 90
Peas, standard case	3 30
Apples, gal., N.B., doz.	4 00
Strawberries, 2s, Ont., case	8 20
Salmon, Red, spring, cases	15 00
Pinks	11 00
Cohoes	14 00
Chums	8 50
Evaporated apples, per lb.	0 17 0 17½
Peaches, per lb.	0 22 0 23
Potatoes—	
Natives, per bbl.	3 50 3 75
Onions, Can., 75-lb. bags	1 90 2 10
Lemons, Cal., Messina	13 00 14 00
Oranges, Cal., case	10 00 15 00
Grapefruit, case	6 50 7 00
Bananas, per lb.	0 07 0 07
Apples, N.S.	2 00 5 00

CAMPBELL MILLING CO., TORONTO, ENLARGE PLANT

The Campbell Milling Company, Toronto, are enlarging their premises by the erection of a terminal elevator of 350,000 bushel capacity. The building is of reinforced concrete construction, and the estimated cost of the improvements will be \$130,000. The elevator will be under the charge of a government weighmaster. It is expected that the building will be ready about the middle of December.

INVEST IN YOUR CAUSE, THE COUNTRY YOU LOVE, THE PEOPLE YOU KNOW.



PRODUCE AND PROVISIONS

Eliminating Losses from Book Credits

Levesque's Market Watches Credits Closely—Doing This Eliminates Danger of Loss—
Treat All on Same Basis—Overhead Greatly Increased Through Delivery—Can
This Be Reduced—Making Unique Winning Displays

AMONG the advocates of credit, many thousands will agree that 30 days is the limit that should be tolerated by a retail store. There are more merchants won over to this idea to-day than could be lined up to this method, say ten years ago.

Jos. Levesque, Jr., who conducts a live provision business at 388 Victoria Avenue, Westmount, stated to CANADIAN GROCER that his losses from book accounts were very small. So well have the accounts been handled, according to Mr. Levesque, that they have not lost, probably more than \$100 in the past two years.

In following this up, it was pointed out that credit was given only for a very limited period. The man who ran an account this month must pay up promptly, else he was given no further extension until he did.

All Treated Alike.

When a party wants credit at the Levesque store he has to bear investigation. His ability to pay is ascertained, and if satisfactory an account will be opened. But if he fails to pay when agreed upon the account is closed. All are treated alike and it matters not, Mr. Levesque said, whether the customer was a titled individual or not.

This was a condition where money counted and not title.

Advantage of Select List.

There is surely an advantage in exercising the greatest care in giving credit. If there be any virtue in this custom is surely that of choosing those to whom the privilege of a monthly account may be extended. And the surest way next to that of giving no credit at all, is to choose carefully those who shall be so served. It is a matter of straight business and if the man asking this favor is offended because he is asked for references, his trade is better left with one's competitor.

In a well-to-do district, and especially if one has known his section of a town or city long enough, it is possible very often to make connections in giving credit that lend prestige to the business. So serious a problem is it that the most

careful and thorough investigations will be necessary, and after this prompt collections should be rigidly adhered to. The sooner the policy of the provisioner is known by the customer the better will be the understanding on both sides.

Trebling Fish Sales.

Mr. Levesque has a good fish trade. This has increased threefold in the past year. Asked regarding this development Mr. Levesque intimated that it was due to the wider publicity given the use of fish and very largely to the fact that they sold mostly fresh fish. It was not the easiest thing to maintain a stock of this, but to do so made for a steadier trade and a more satisfied customer. When the grocer and the provisioner takes care to prevent any tainted fish reaching his customer, he will find sales increasing and patrons more confiding. From a glance at the fish department in this store it is evident that the above policy has been strictly adhered to.

Interior and Windows.

In a general way the interior of the Levesque Market is inviting. It is clean and attractive. What is more important than this in the place to which a woman must go to buy that which she is soon to prepare for dinner?

Crushed ice makes a bed for the fresh fish of the store and a nice tempting array of various fish greets the eye. A glass-fronted case is used so that the ice may rest against this. There also is a narrow glass top, the back being open and permitting easy access by the salesman. At this store a special fish man is in charge, this work being under his particular care. If sales can be maintained on the above increased rate of increase this should be a wise arrangement.

Price tickets are freely used. This applies alike to the interior and the window displays. Cards, descriptive of the various items are neatly lettered and placed attractively. All these are work of a brother of Mr. Levesque, and the store has many of these announcements about the walls, the cost being merely that for cards and ink.

Special Windows Made.

As in the case of interior displays, the store windows are not overlooked, but are wisely used at all times. They are made attractive. They are used to advantage in appealing to the pedestrian traffic passing the store. Situated near a tramway transfer point, where hundreds of people pass on their way to the large residential section of Westmount, it is well worth serious effort to make strong displays. They are not difficult to make. True, they take time. Care must be exercised and the work assigned someone who will do it well, and with a view to making it "pull." Meats and vegetables can be used in this way, although displays have to be frequently changed. The very nature of the goods demands that this be done.

In a recent window a special showing of suitable Thanksgiving meats and poultry was arranged. It was a unique display. It was compelling in its general make-up and a window that few would take the trouble to arrange.

Live Stock Used.

The background was made up of evergreen. This was procured fresh and kept in condition for several days. It was placed at the back of the window and fastened sufficiently to keep it where placed. From a friendly hardware store a large lithographed cut-out was borrowed. This depicted a hunter going out for game with his gun slung over the shoulder.

In the foreground an iron pot on tripod formed the central scene. All about the window, on the floor thereof, a live duck, a rabbit, guinea hen, turkey, goat, etc., were allowed to run, evergreen also being used here. The goat being as active as the proverbial Billy, was tethered safely to prevent a rush on the large plate glass. His presence served to make the window scene a finished one, however, and altogether this ingenious window denoted the resourcefulness of the management in setting before the pedestrian traffic, such a unique display. Suitable cards referred to the window display as a Thanksgiving one, and being shown several days before the coming of the

IF THE BOYS ARE WILLING TO DIE FOR IT, WE SHOULD BE READY TO BUY FOR IT.

festive day, it was timely and suggestive.

The display referred to is but one of the many used by the Levesque market. Other ingenious displays are used frequently.

The Delivery Evil.

As with many others, Mr. Levesque has found the delivery cost to be disappointingly high. It comes from the attitude and demand of a thoughtless public. The woman who has never given serious thought to the cost of delivering her 15 cents worth of beefsteak, a head of cabbage or a pound of butter, has in-

deed been responsible for the mounting cost of the goods a dealer is selling. When this condition will be righted none can say. Mr. Levesque feels that merchants ought to get together, and hold together better, to the end that their overhead costs for delivering goods may be reduced. A great deal of the trouble arises because some call up and insist upon a special delivery—after the regular deliveries have been made.

Some time ago the Cash and Carry idea was introduced. It worked very well for a time. Those having deliveries

made soon became inconsiderate—in many cases at least, and insisted that they ought to have the lowest prices. They thought they ought to pay no more for what they bought than the party who took his goods along with him. It was a case of either meet their wishes—unreasonable as they were, or lose considerable business. It is a big problem and one that many merchants would like to have solved. The need of closer co-operation, Mr. Levesque thought, was apparent. To more unitedly press the dealer's rights was a timely consideration which ought to be taken up by the trade.

National Fish Day Was Great Success

General Expression From Trade Encouraging—Future Development of This Idea Will Be Great—Use of Fish More General Than Ever—Fish Men Gather to Discuss Future and Food Controller Encourages Plans

SOME of the retailers worked overnight to prepare for the business that they expected on Thursday last, National Fish Day. Another stated that his supplies were exhausted by noon of this day.

The above words of J. A. Paulhus, who originated the idea of National Fish Day three years ago, were spoken to CANADIAN GROCER this week. That this sizes up the situation for a great part of the fish trade in Montreal is borne out by the retailers themselves, and some of them are more than enthusiastic regarding the future of the day. It is apparently here to stay. And, as Mr. Paulhus further pointed out, reports from Toronto, Ottawa and other centres are also encouraging. It would seem to indicate that the good work that has been undertaken by the Canada Food Board, the publicity of the press and the interest of the trade generally in the development of their fish departments, is destined to bear real fruit.

Actual Results

That two stores should report the biggest fish sales in one day which they have ever had, and others should suggest this increase in their expressions of the value of National Fish Day, is indisputable proof that publicity can do much to develop new business. The Canadian grocery trade has a big development in store for it from the standpoint of fish selling. It is but a matter of going into the matter thoroughly and carefully; of laying plans for the handling of a trade that will prove profitable and interesting. For, from many quarters come encouraging reports as to what changes for the better, have come over the buying public.

1,000 Customers Here

The Montreal Public Market had a great day. H. P. D'Orsonnens, of this store, and where "cash and carry," are used altogether, stated to CANADIAN GROCER that they had served 1,000



J. A. PAULHUS,

who originated the idea of a national fish day.

customers. Not only this, but they had been able to record the biggest single fish day that they ever had. It was very successful.

In asking as to the methods that had contributed to this unusual success, Mr. D'Orsonnens stated that their displays had been an important part of the publicity that had brought the business. Care was taken to make these and the results justified the time spent in preparing them. A seal had been secured and placed in the middle of the window. This served to attract attention. Cauliflower, radishes, lemons, parsley, greens and other fresh vegetables were used profusely to brighten up the displayed fish in the remaining space. Passersby came into the store in large numbers, and the suggested dinner of fish on the cards and lettering right on the glass of the window brought definite and immediate results.

Publicity Helped Much

One of the biggest factors in creating demand was that of the space given to the use of fish on Fish Day by the daily press. The appropriate advertising of the trade helped too. The public was interested days before in the observance of the day, when it came, and one of the best features of sales is that all grades and varieties of fish shared in the turnover of the various stores. The government has been conducting a steady and consistent campaign in the use of fish; large posters have been distributed from time to time, and in all, the wide publicity given the use of fish has created excellent demand.

Experience of Big Store

Stanford's, Limited, had a very successful day. "It was a big success with us and reports are the same from everywhere," said Mr. Stanford to CANADIAN GROCER. "All seemed to feel that it was a duty to eat fish."

One of the best indications was referred to by Mr. Stanford when he stated that the business of their fish department on Friday—the day following National Fish Day, seemed to be just as active as it was usually. In fact Friday's business was big. "It was bigger than any fish day we have had," Mr. Stanford said. And he is of the opinion that National Fish Day is here to stay and that good use of it can be made each year, with an increasing business to those that go after it. In fact, as expressed by another, it would seem possible to develop the idea so as to make a full week of it, and to thus increase sales greatly. It is just a matter of awakening interest on the part of the public.

In the matter of sales, the high-priced salmon and halibut did not hold the boards as they have in the past. Many are coming to know that they can get good value in other fish, and the demand

Continued on page 49

SAVE FOR VICTORY BY BUYING VICTORY BONDS.

Produce, Provision and Fish Markets

THE MARKETS AT A GLANCE

P RICES on creamery butter show an advance of 1 cent per pound during the week. The Government commandeering order taking fresh-made creamery expires the end of the week, and speculation as to how prices may turn is being indulged in. The feeling prevails that sharp advances may be recorded, and if this develops it is intimated that dealers may work on storage stocks to a greater extent than usual.

Eggs are also up 1c per dozen on storage stock. Supplies are very fair, but there is little offering in new laid, and prices rule high though unchanged. Retail profits have been determined by the United States Food Administration, and whether a set amount will be named in Canada along similar lines is now interesting the trade.

Lard is very much firmer, an advance of 1/2c per pound being recorded in some quarters, with indications that the market will rule with a very strong undertone for some time to come. Sales are very heavy, and difficulty in keeping up with orders is being experienced—most certainly no surplus is being accumulated.

Poultry prices generally are lower. These apply to geese, turkeys, hens and chickens. Quality of arrivals is none too good, but will, it is thought, show improvement.

Few Hogs Come, Prices Unchanged

Montreal.

PROVISIONS.—Hogs hold at the same prices as obtained last week, when most sales were made at \$18. This was for good stock, the poorer grades selling for less money. Receipts were comparatively small.

Provisions are somewhat slower, for roast meats especially. Bacon and hams are steady and sell very well these days. They are without change.

Hogs, Dressed—		
Abattoir killed, small	26 00	26 50
Do., heavy, 225-275 lbs.		24 50
Hogs, live	17 50	18 00
Hams—		
Medium, smoked, per lb.—		
(Weights) 16-25 lbs.	0 35	0 36
Large, per lb. (wgh.) 25-35 lbs.	0 32	0 33
Bacon—		
Plain	0 43	0 44
Boneless, per lb.	0 46	0 47
Dry Salt Meats—		
Long clear bacon, ton lots.	0 29	0 29 1/2
Long clear bacon, small lots.	0 29 1/2	0 30
Fat backs, lb.	0 29 1/2	0 30
Cooked Meats—		
Hams, boiled, per lb.	0 53	0 54
Hams, roast, per lb.		0 54
Shoulders, boiled, per lb.		0 46
Shoulders, roast, per lb.		0 48
Barrel Pork—		
Canadian short cut (bbl.)		\$56 00
Clear fat backs (bbl.)		58 00
Short cut clear pork (bbl.)		56 00
Heavy mess pork (bbl.)		53 00
Bean pork (bbl.)		52 00

Sale for Lard

on Held Basis

Montreal.

LARD.—There is a steady and satisfactory demand for lard. Supplies are satisfactory, and the price is without change, tierce basis bring 32 cents per pound. The usual differentials apply for various sizes.

Lard, pure—		
Tierces, 400 lbs., per lb.	0 32	
Tubs, 50 lbs.	0 32 1/2	
Pails, 20 lbs., per lb.	0 32 3/4	
Bricks, 1 lb., per lb.	0 34	

Price is Maintained for Shortening

Montreal.

SHORTENING.—At steady prices, and with undertone steadily firm, sales of shortening are maintained. There is ample supply for the immediate requirements of the trade, but no great surplus is reported.

Shortening—		
Tierces, 400 lbs., per lb.	0 26 1/2	0 26 3/4
Tubs, 50 lbs.	0 27	0 27 1/4
Pails, 20 lbs., per lb.	0 27 1/4	0 27 1/2
Bricks, 1 lb., per lb.	0 28 1/4	0 28 1/2

Margarine 34c-36c, in Good Demand

Montreal.

MARGARINE.—The undertone on this is still firm. Prices for the best grades are as high as 3 cents and supplies are in steady demand from all quarters. There is no indication of any immediate decline in prices, tendencies really being the other way.

Margarine—		
Prints, according to		
quality, lb.	0 34	0 36
Tubs, according to		
quality, lb.		0 30

Creamery Butter

Firm and Active

Montreal.

BUTTER.—Butter prices rule firm and there is a steady and continued demand from the trade. Supplies are taken from storage stocks, of course, and some are of the opinion that the near future will see a slight increase of price. The government's order regarding the taking of supplies now made, expires with the present week, and some change in the position may then be recorded.

Butter—		
Creamery prints (storage)	0 50	0 51
Creamery solids (fresh made)	0 50	0 50
Dairy prints, choice		0 44
Dairy, in tubs, choice		0 42

Cheese Moves Up, Demand Active

Montreal.

CHEESE.—An advance of half a cent for cheese is recorded in local markets. Some are asking even one cent more for triplets. This is the direct result of recent high prices asked in the country by the producer. The demand is seasonably satisfactory.

Cheese—		
Large, per lb.	0 26	0 27
Twins, per lb.	0 26	0 27
Triplets, per lb.	0 27 1/2	0 28
Stilton, per lb.		0 29
any, old cheese, per lb.	0 29	0 30

Select Eggs Firmer, Few New-laid

Montreal.

EGGS.—Prices have advanced about one cent for selects and for number one. This is a direct result of the heavy demand and is also due to the scarcity of new-laid, and for which the sale has continued to exceed supplies. It is unlikely that there will be anything but an advancing market for fresh eggs. Demand does not seem to have been materially affected because of high prices.

New laid		0 70
Selects	0 53	0 54
No. 1	0 49	0 50
No. 2		0 47

Poultry Sells Well, Grades Inferior

Montreal.

POULTRY.—With demand well maintained and the consumer anxious for the better grades, prices hold without change. It is probable that there may be an easing of prices, however, for the receipts have increased. It is the inclination of buyers to refuse poor stock, and if this is bought at all, the same is graded at prices considerably less than those obtaining for matured and fattened grades.

	Live	Dressed
Chickens, roast (3-5 lbs.)		\$0 38
Chickens, roast (milk fed)		0 43
Broilers (3-4 lb. pr.)		0 40
DUCKS—		
Brome Lake	\$0 46	\$0 47
Young Domestic	0 35	0 38
Turkeys (old toms), lb.	0 38	0 40
Turkeys (young)		0 40
Geese		0 30
Old fowls	0 34	0 36

Mapelque Oysters \$15; B. C. Salmon 26c

Montreal.

FISH.—Oysters are arriving and selling well. Mapelque shell oysters are selling at \$15 per barrel. There is a good active demand for most kinds of fish and last week was one of the best ever.

B. C. Salmon, fresh, are down 1 cent. Pike are firmer, as are also doree. Western halibut has firmed about one cent and perch and eels are up about the same. In smoked fish, herrings are advanced

TRUST IN FOCH, AND KEEP ON BUYING BONDS.

one cent. Strip cod is higher, while lobsters and shrimps are lower.

SMOKED FISH.

Haddies (fresh cured)	0 15	0 16
Haddies, fillet	0 18	0 19
Smoked herrings (med.) per box	0 25	0 26
Smoked cod	0 15	
Bloaters, per box 60/100	2 00	2 50
Kippers, per box 40/50	2 50	3 25

SALTED AND PICKLED FISH.

Haddock (per bbl.), 200 lbs.	16 00	
Herring (Labrador), per bbl.	14 50	15 00
Herring (Labrador), ½ bbls.	7 50	7 75
Herrings, No. 1 lake (100-lb. keg)	6 00	
Salmon (Labrador) per bbl.	27 00	28 00
Do., tierces	38 00	
Salmon (B.C. Red)	26 00	
Sea Trout, red and pale, per bbl.	20 00	25 00
Sea Trout (½ bbls.)	10 50	13 00
Green Cod, No. 1, per bbl. (med.)	21 00	
Green Cod (large bbl.)	22 00	
Mackerel, No. 1, per bbl.	32 00	
Mackerel (½ bbl.)	16 50	
Codfish (skinless), 100-lb. box.	16 00	
Codfish, 2-lb. blocks (24-lb. case)	0 18	
Codfish (skinless), blks. "Ivory"		
Brand, lb.	0 16	
Codfish, boneless, lb. (according to package)	0 16	0 20
Codfish, shredded, 12-lb. box.	2 50	
Eels, salted	0 11	0 12
Pickled turbot, new, bbls.	17 00	18 00
Do., half barrels	7 50	8 50
Cod, boneless (20-lb. boxes), as to grade	0 14	0 18
Cod, strip (30-lb. boxes)	0 20	
Cod, dry (bundles)	16 00	

SHRIMPS, LOBSTERS. OYSTERS

Lobsters, medium and large, lb.	0 55	
Prawns, lb.	0 40	
Shrimps, lb.	0 35	
Scallops, per gallon	4 00	
Oysters—		
Malpeque shell (bbl.)	15 00	
Malpeque, ordinary (11)	12 00	
Bontouche, best	12 00	
Ordinary, No. 1, gal.	2 75	
Cape Cod shell oysters, bbl.	14 00	16 00
5 gal. (wine) cans	13 75	
1 gal. (wine) cans	2 60	
3 gal. (wine) cans	7 50	
Oyster pails (pints), 100	1 50	
Oyster pails (quarts), 100	2 10	
Clams, med., bbl.	9 00	

FRESH FROZEN SEA FISH

Herring, large sea, lb.	0 09	0 10
Herring, frozen, lake, lb.	0 07	0 09
Halibut	0 23	0 24
Halibut (medium)	0 24	
Haddock	0 08	0 09
Mackerel	0 15	0 16
Cod—Toms, bbl.	4 00	
Cod Steak, fancy, lb.	0 11	0 12
Saimon, red	0 20	0 23
Saimon, pale	0 15	0 16
Saimon, Gaspe	0 25	0 26
Swordfish	0 21	0 22

FRESH FROZEN LAKE FISH

Pike, lb.	0 11½	0 12
Perch	0 12½	0 13
Whitefish, lb.	0 15	0 16
Whitefish (small)	0 09½	0 12½
Lake trout	0 19	0 20
Eels, lb.	0 12	0 12
Doree	0 15½	0 16

FRESH FISH

Haddock	0 09	0 10
Steak cod	0 11	0 12
Market cod	0 07	0 08
Carp	0 09	0 10
Dore	0 19	0 20
Lake trout	0 19	0 20
Brook trout	0 45	
Pike	0 12	0 13
B. C. Salmon	0 25	0 26
Salmon (Gaspe)	0 27	0 28
Gaspereaux, lb.	0 06	
Western Halibut	0 25	0 26
Eastern Halibut (chicken)	0 23	
Eastern Halibut (med.)	0 26	
Flounders	0 08	0 10
Perch	0 10	
Bullheads	0 15	
Whitefish	0 19	0 20
Whitefish (small)	0 09½	0 12
Eels	0 16	
Mackerel, lb.	0 15	0 16
Smelts, No. 1	0 17	0 18
Smelts, No. 2	0 11	0 12
Smelts, No. 2	0 12	0 13
Shad	0 15	0 16
Swordfish	0 25	

Hogs Uncertain; Meats Unchanged

Toronto.

PROVISIONS.—An uncertain tone seems to be in evidence on live hogs. This was noted last week and is again to the fore this week. Buyers quoting \$17.75 to \$18.00 per cwt. fed and watered with the latter basis quite general. The run is very fair but is not expected to reach quite the totals which had been figured on.

There have been no changes made in dressed meats. Prices are very firm and are expected to continue that way under influence of good demand. Range of quotations follows:

PROVISIONS—Live hogs are again

Hams—		
Medium	0 38	0 39
Large, per lb.	0 34	0 35
Backs—		
Plain	0 46	0 48
Trimmed, with rib in	0 49	
Boneless, per lb.	0 52	0 53
Bacon—		
Breakfast, per lb.	0 41	0 46
Roll, per lb.	0 33	0 35
Wiltshire (smoked sides), lb.	0 36½	0 37½
Dry Salt Meats—		
Long, clear bacon, av. 50-70, lb.	0 31	0 32
Do., aver. 70-100, lb.	0 30	
Fat backs	0 32½	0 34
Cooked Meats—		
Hams, boiled, per lb.	0 53	0 55
Hams, roast, without dressing, per lb.	0 53	0 55
Shoulders, roast, without dressing, per lb.	0 50	0 52
Barrel Pork—		
Mess pork, 200 lbs.	49 00	52 00
Short cut backs, bbl., 100 lbs.	58 00	60 00
Pickled rolls, bbl., 200 lbs.	56 00	61 00
Hogs—		
Dressed, 70-100 lbs. weight ..	28 50	29 00
Live, off cars	18 00	
Live, fed and watered	17 75	
Live, f.o.b.	16 75	

Lard Stiffer, Heavy Movement

Toronto.

LARD.—Another ½ cent per pound has been added to the price of lard in some quarters making a uniform market of 31½ cents per pound, tierce basis. Sales are very heavy just now and even with larger run of hogs, it is impossible to get ahead of orders coming to hand. A firm market for some time is looked for.

Lard, pure, tierces, 500 lbs. \$0 31½
In 60-lb. tubs, ¼-½c higher than tierces, pails ½-¾c higher than tierces, and 1-lb. prints, 1½-1¾c higher than tierces.

Shortening Firm; Sales Satisfactory

Toronto.

SHORTENING.—Sales are along very satisfactory lines, in fact movement is heavy. The market is firm though unchanged, set price on cotton seed oil being a factor to maintain quotations on present basis.

Shortening, tierces, 400 lbs., lb., \$0 26
In 60-lb. tubs, ¼-½c per lb. higher than tierces; pails, *¾c higher than tierces, and 1-lb. prints, 1½-1¾c higher than tierces.

Situation in Margarine Steady

Toronto.

MARGARINE.—The movement of margarine continues along very satisfactory lines. Retailers show a disposition to take this into stock quite freely and in-

dications are that they are moving this from their shelves quite rapidly. Prices are unchanged for the week, ruling with a very firm undertone.

Margarine—

1-lb. prints, No. 1	\$0 33	\$0 34
Do., No. 2	0 31	0 32
Do., No. 3	0 27	0 28
Solids, 1c per lb. less than prints.		

Butter Up; Fresh- Made Creamery Soon?

Toronto.

BUTTER.—A little firmer tone is noticeable in butter this week, though there are no special features operating on the market as yet. In another week's time the commandeering order of the government expires and the trade generally look for a very sharp advance in the fresh made creamery. If this occurs the opinion prevails that dealers will be more inclined to work along on their storage stocks which probably show as good a quality or better than any fresh made then available. The situation will be interesting to watch. Dairy butter is unchanged, prices show an advance of about 1 cent per pound, but there is practically none offering and quotations really are only nominal.

Creamery prints	0 52	0 53
Creamery solids	0 52	
Dairy prints, fresh separator, lb.	0 50	0 51
Dairy prints, No. 1, lb.	0 48	

Few New Laid Coming; Eggs Selling

Toronto.

EGGS.—The market in eggs is without any special feature this week. New laid eggs are coming along very slowly and the market has held firm and unchanged for the week. An advance of 1 cent per dozen in storage eggs is noticed. The demand for all lines is very satisfactory and the requirements of the trade being well met.

Eggs—

New-laid, in cartons, doz.	0 70	
Do., extras	0 65	
Storage, No. 1, doz.	0 52	0 53
Splits and No. 2, doz.	0 45	0 47

Receipts Seem to Improve; Cheese Firm

Toronto.

CHEESE.—Indications are that supplies coming along will be sufficient to take care of the trade. There has been a scarcity of this commodity but the outlook seems to be now that stocks available will improve. Prices are firm and unchanged.

Cheese—

New, large	0 27	0 28
Stilton (new)	0 29	0 30
Twins, ¼c lb. higher than large cheese. Trip-lets ½c lb. higher than large cheese.		

Prices Revised Downward on Poultry

Toronto.

POULTRY.—A general revision in quotations is noticeable this week. This affects geese, turkeys, roosters and hens, the tendency in each case being downward. Poultry generally is plentiful but there is some that is coming along which is very poor stuff. However, it is expected that offerings will improve and at

LET THE WHOLE LINE MOVE FORWARD; HERE AND IN FRANCE.

least the trade are looking forward to this condition. The range of quotations which are being paid, and those which are being quoted to the retail trade are given herewith:

Prices paid by commission men at Toronto:			
	Live	Dressed	
Ducks	\$0 22	\$.....	
Geese	0 18	0 21	
Turkeys	0 28	0 30	
Roosters	0 19	0 20	
Hens, over 4 lbs.	0 23	0 25	
Hens, over 5 lbs.	0 26		
Hens, under 4 lbs.	0 20		
Chickens, Spring, 2 lbs.			
or over	0 23	0 25	
Squabs, dozen	4 50		

Prices quoted to retail trade:

		Dressed
Hens, light	0 30	0 34
Do., heavy	0 35	0 37
Chickens, spring	0 38	0 42
Ducks	0 30	0 33
Turkeys	0 36	0 40
Geese	0 30	

Sales of Fish

Heavy; Firm Prices

FISH.—Dealers report exceptionally heavy sales last week and the situation generally is quite satisfactory. Supplies are coming along quite freely, and there seems to be no marked difficulty in taking care of the requirements of the trade. It is understood that efforts are being made to secure a wider use of the flat fish such as soles, brills, plaice, and flounders. These are considered a cheap food and extra good value, prices ranging around 10 cents per pound. Quotations show some slight variations, and these will be noted below:

FRESH SEA FISH

Brills, dressed, lb.	0 10	0 11
Cod Steak, lb.	0 10	0 13
Do., market, lb.	0 09	0 10
Flounders, lb.	0 10	0 11
Flukes		0 15
Gaspereau, lb.	0 08	0 08½
Halibut, medium, lb.	0 22½	0 23
Do., chicken, lb.	0 21½	0 22
Do., large	0 21½	0 22
Haddock, heads on, lb.	0 09	0 10
Do., headless, lb.	0 10	0 11
Do., Scrod, lb.	0 08	0 08½
Herring, lb.	0 08	0 08½
Mackerel, lb.	0 14	0 16
Plaice, dressed, lb.	0 10	0 11
Smelts, lb.	0 12	0 23
Tomcods, lb.	0 05	0 05½

FRESH LAKE FISH

Herring, dressed, lb.	0 08	0 08½
Trout, lb.	0 14	0 15
Whitefish, lb.	0 15	0 16

SMOKED FISH

Bloaters, 50 Count, box.	2 25	
Ciscoes, lb.	0 17	
Haddies, chicken	0 12	
Do., fillets, lb.	0 17	0 18
Do., Finnan, lb.		0 15
Herring, Kipperd, box	1 75	2 75
Shrimps, can		1 75

FROZEN SEA FISH

Cod Steak, lb.	0 09½	0 10
Do., market, lb.	0 08½	0 09
Flat Fish, B.C., lb.	0 10	0 11
Haddock, lb.	0 08½	0 09
Mackerel, lb.		0 15
Halibut, lb.	0 22	0 23
Salmon, Cohoe, lb.	0 20	0 21
Do., Qualla, lb.	0 14	0 15
Do., Red Spring, lb.	0 24	0 25

FROZEN LAKE FISH

Mullets, lb.	0 06	0 06½
Pike, round, lb.	0 09	0 09½
Tulibeas, lb.	0 09	0 09½
Whitefish, lb.	0 15	0 15½

DRY AND PICKLED FISH

Cod, Acadia Strip, box.	\$6 50	
Do., Acadia Tablets, 1 lb., 20 to case		4 00
Do., Acadia Tablets, 2 lb., 12 to crate		5 25
Do., Halifax Shredded, box.		2 40
Herring, Labrador, bbl.		14 00
Do., Do., keg		7 25
Do., Do., No. 4 size		5 60

Do., No. 2 size	12 90
Imperial, 25 lbs., loose, lb.	0 13
Quail on Toast, 24 1-lb. tablets, lb.	0 14
Shrimps, headless, No. 1 size, tin	1 50
Do., No. 3 size, tin	4 20
Skinless Fish, 50s & 100s, lb.	0 15
Sea Trout, keg	12 00
OYSTERS, No. 3 size package	8 85
Do., No. 5 size package	14 50
Do., per gallon	3 10

NATIONAL FISH DAY WAS GREAT SUCCESS

(Continued from page 46)

this year was for haddock, codfish, bluefish, etc.

Fish Men Optimistic

Those members of the Canadian Fisheries Association who could do so, gathered at the Windsor Hotel last Thursday night to discuss the situation. They were honoured by the presence of the Canadian Food Controller, Henry B. Thompson, who gave an address in reply to the toast to the Canada Food Board, proposed by D. J. Byrne. Chairman Thompson's address made special reference to the attention that was being given the use of fish through general publicity of the press. To this educational publicity, he attributed the large savings that had been made in beef, pork and other meats sent forward during the year to the Allies overseas. He also emphasized the need of continuing the work already started, for the demands on the food resources, not only of Canada, but of the world, would be enormous in 1919.

Other speakers following were: A. H. Brittain, president of the Canadian Fisheries Association, J. A. Paulhus, 2nd vice-president, J. S. Stanford, who spoke for the retail trade and D. J. Byrne.

President Brittain, in the course of his address, stated that one of the most important tasks was that of transportation. In her production last year of 8,000,000 pounds of fish, Canada had had to find transportation to the extent of 40,000 carloads. This, in these days, was a large undertaking, and to get fish forward quickly and to maintain it in the best possible condition was a very important consideration. Mr. Brittain further intimated that the value of fish to Canada was at least forty millions, making this undertaking one of the most important in the whole country. But it was further stated that there is no reason why Canada ought not to increase this to \$140,000,000 worth. This done, the revenue would materially assist in reducing Canada's War debts.

Vice-President's Views

In the opinion of Mr. J. A. Paulhus, who was responsible for the instituting of this National Fish Day, it will become generally understood that this day is to be an annual event. It is probable, in fact, that it will find a place in the calendar shortly, Mr. Paulhus thought. The great thing—or one of them, he thought, was that of publicity. This is what had made the idea of National Fish Day such a success. Get people talking on a matter like this and they will interest others. This idea grows, and if the talk be extensive enough a good idea such as this will take a real hold. For instance, it so happened that the daily

press had given a great deal of mention to the use of fish this year. The smaller weeklies had taken the idea up and the movement was nation-wide already. If this can be kept up, there will be little difficulty in increasing sales.

Mr. Paulhus believes that the display of fish is very important. One dealer in the east end of the city had reported heavy sales just before, and on National Fish Day. It was all attributed here to the effective displays made. Stocks were exhausted by noon of the big day, and the public were interested as they passed his store, in the showing seen in his windows.

The work of the Canada Food Board and others had done much to increase the sale of fish, Mr. Paulhus thought. This publicity was very effective.

A Future Outlook

If Canada is to do all that she may do, the use of fish must become more general. Providing that the grocer interests himself as he may, he will receive a good share of the trade that is to be developed.

Canada has immense supplies of fish. On the Newfoundland fishing grounds fishing had been going on for 300 years. This fish was a natural product. Mr. Paulhus pointed out in his address last week that we must make our imports less and our exports greater. If we catch more fish and export them, and eat more also, we shall have more return with which to repay the large debts that have been incurred during the war. And in selling abroad, this natural product, Canada will have a good return on all the required investment. There is no natural product on which she can make a better return.

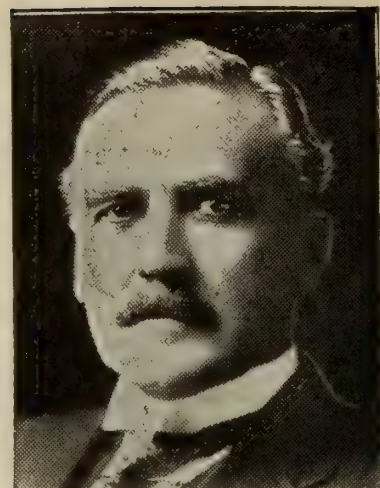
Repatriation of Soldiers

It was pointed out that the areas contiguous to the big fishing grounds of the St. Lawrence river might be used by the government for the repatriation of returned soldiers. Some of these parts are wooded. They are fertile, so that the wood, once taken off would leave the soil fit for cultivation. Mr. Paulhus stated that it would be possible, under government direction for these men to fish throughout the season. It would be a profitable thing. He suggested communities of 50 men, say. This would enable them to work concertedly. They would fish in the summer and cut timber in the spring. The fishing activity of the country would be greatly stimulated and the value of the individual and to the country would be great.

Education Necessary

"All progress is through education," said Mr. Paulhus. A great many trade problems might have been already settled, and settled satisfactorily before this. Educate the public carefully and thoroughly, and this will be all that is required to settle many problems. The use of fish has been greater since educational assistance was introduced. When Canada has increased her population to 50 millions—and this was not thought to be a great many years distant—there will be need for greater development of the Canadian fishing industry.

WHETHER IT'S PEACE OR FURTHER WAR, MONEY WILL BE NEEDED. BUY BONDS.



SIR THOMAS WHITE
Minister of Finance

YOUR MONEY IS NEEDED

How much are you willing to **loan** for the defense of Freedom?

Not **Give**, mark you, but **Loan**.

From the standpoint of Patriotism your duty is clear. But apart from that altogether you, as a **business man**, cannot afford to see this **Loan fail**.

A Successful Victory Loan means business prosperity. Every dollar invested in Victory Bonds will be returned to you with interest.

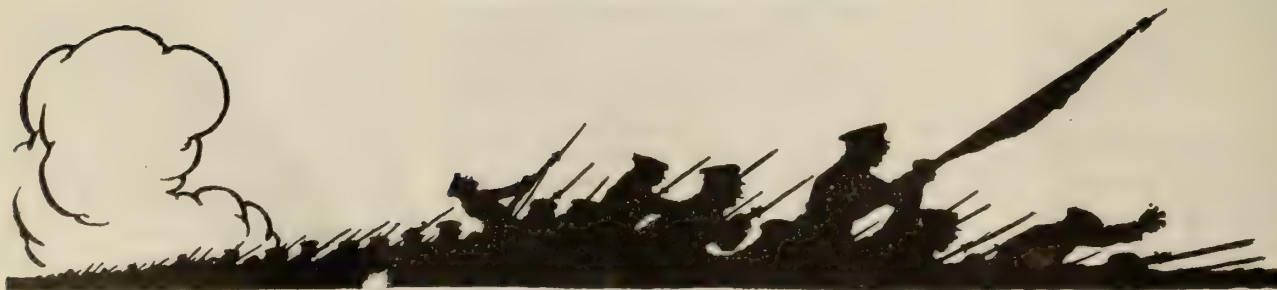
BUY YOUR VICTORY BONDS NOW

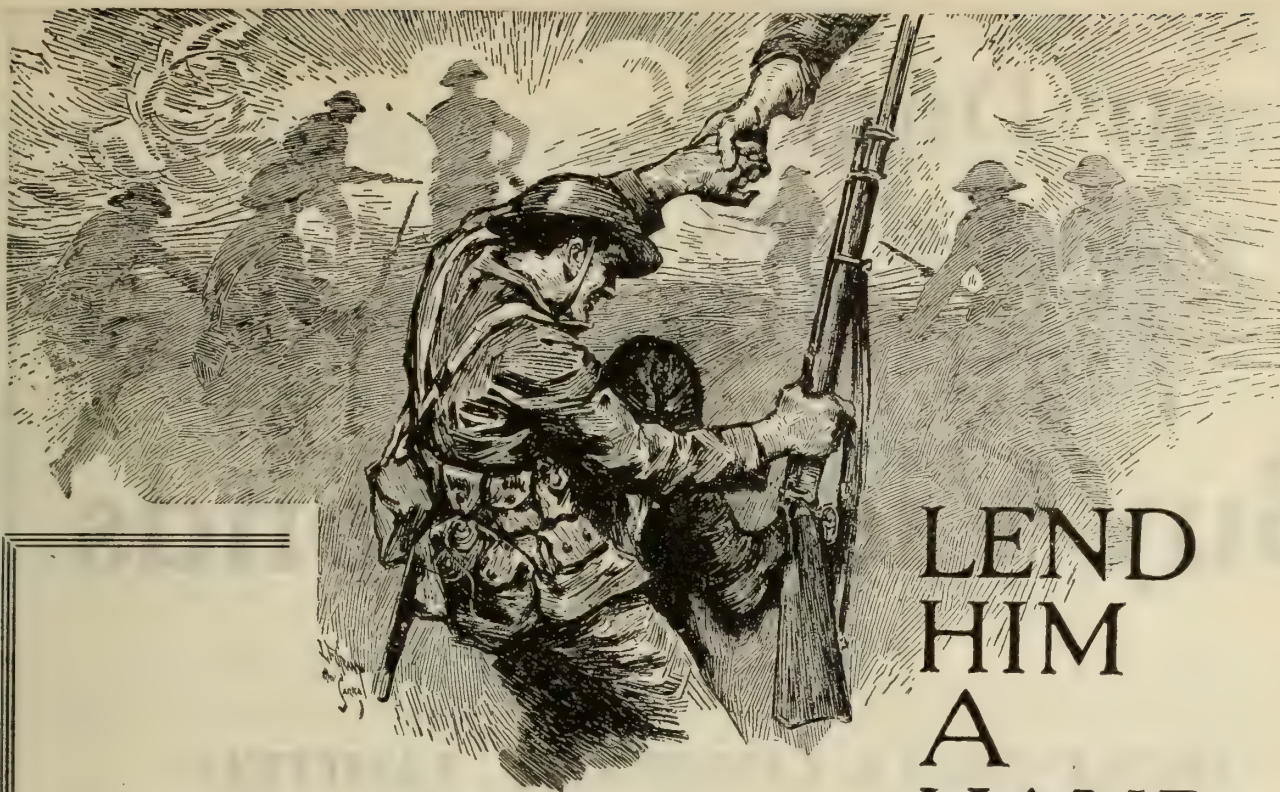
*This Space Donated to the Success
of the 1918 Victory Loan by*

Connors Bros., Limited

BLACK'S HARBOR, N.B.

Canada Food Board License No. 1-603





LEND HIM A HAND

WE dare not delay the VICTORY now. Canadian lives are at stake, our own safety, the safety of the whole world. If we are not to prolong the slaughter and the suffering, if we are not to risk defeat, or an inconclusive peace, we must act quickly; we must put forth our every effort now.

The army is doing its part. We are going to do our share to maintain an army large

enough so that, with our Allies, we can drive the German hordes back across the Rhine—so that we can win the decisive VICTORY that will make Canadian freedom safe, and establish a just and lasting peace.

But the whole nation must take part. Our army in France is looking to us to furnish it, in ever greater abundance, the ordnance, the munitions, the supplies that will make VICTORY possible. We must not fail.

The Victory Loan is our share in the winning of this war. Upon it depends the safety and success of Canadian soldiers in France.

Lend Him a Hand! Buy All the Bonds You Can

Contributed to the Success of the Victory Loan Campaign
and the Winning of the War by

THE WILLIAM DAVIES CO., LIMITED

Your Duty and Your Privilege Buy Victory Bonds

WEST INDIA COMPANY, LIMITED

428 Coristine Building

Montreal

HEADQUARTERS FOR RAW SUGARS AND MOLASSES



HEINZ

TOMATO CHUTNEY

One of the 57 Varieties

Here is a highly seasoned and carefully blended tomato relish which will give zest to meats, game, fish and oysters. It is prepared from ripe, red tomatoes, skillfully cooked and seasoned to bring out its pungent flavor, and is filled, while hot, into bottles.

Heinz Tomato Chutney will be specially desired as a relish for cold weather dinners. Stock it.

H. J. HEINZ COMPANY

Canada Food Board License Number 14-65

All that a good catsup
should be

BLUE SEAL ☐ ☐
MUSHROOM CATSUP

An economical and very wholesome product with a delicious piquancy that wins approval from critical people.

Blue Seal Mushroom Catsup is made from mushrooms, spices, vinegar and other pure ingredients.

It will please your customers. Order a trial supply and see how it sells.

E. W. Jeffress, Limited

WALKERVILLE, ONT.

Canada Food Board License No. 14-261

Where Will You Stand On The Day of Victory?

THERE will come a day when the news of VICTORY will thrill the world, and linked with that VICTORY will be the immortal glory of the Canadian people.

There will come a day when Canada's conquering army will come home, and that will be a proud day in the long calendar of Canadian achievement.

Upon that day all Canada will be divided into two classes. The first class will include those who gave their sons, or lent their dollars, freely and unselfishly, for their country, and for the flag, to establish it as the emblem of freedom and justice for all mankind.



*Where will you
stand on that day
of VICTORY*

?

*You can choose
now---you cannot
choose then.*

Invest in VICTORY BONDS

This space donated to the success of the Victory Loan and the winning of the war by

Swift Canadian Co.
Limited

Toronto

Winnipeg

Edmonton

License No. 13-170, 171, 172

"SALTESEA" OYSTERS

Every Jar of "SALTESEA" Oysters Saves TWO Pounds of Meat
for Our Boys "OVER THERE."

BUY VICTORY BONDS AND EAT "SALTESEA" OYSTERS
"OVER HERE"



Direct from Ocean
to your table, abso-
lutely CLEAN and
PURE.

Send for sample
case, 24 jars, TO-
DAY. Or we will
send you sample jar
for trial.

ACTUAL SIZE

The Oceanic Oyster Company of Canada, Limited

Wholesale Dealers in Oysters EXCLUSIVELY

609 ST. JAMES STREET

MONTREAL, P.Q.

Canada Food Board License No. 1068

If any advertisement interests you, tear it out now and place with letters to be answered.

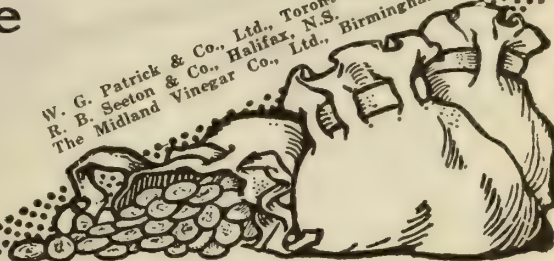
H.P. SAUCE

Stands Alone

Strikingly advertised, H.P. is known throughout the world as the most appetising sauce—a blend of Oriental fruits and spices and Pure Malt Vinegar.

Wherever sold, it attracts a ready custom, and gives impetus to trade.

W. G. Patrick & Co., Ltd., Toronto, Montreal, etc.
R. B. Seaton & Co., Halifax, N.S.
The Midland Vinegar Co., Ltd., Birmingham, Eng.



Purity

TABLE SALT



In sanitary
cotton bags and
handy free-running
packages.

You cannot recommend
a better salt to any
housewife than Purity
For table or dairy use
there is no better salt—
a fact good housewives
are quick to appreciate
You'll get a good mar-
gin of profit on every
sale of Purity

THE WESTERN SALT
CO., LIMITED
COURTRIGHT
ONT



The VINEGAR SEASON

IS ON

We make all strengths
in both Spirit and Cider

Write us for prices.

Taylor & Pringle Co., Ltd.
Owen Sound, Ont.

Canada Food Board License No. 14-153

Have No Hesitation

in choosing

'Bluenose' Butter

it always opens up in excellent shape,
and its quality and flavor are remark-
ably fine. Taste "Bluenose" yourself!
Then you'll feel more enthusiastic about
it. Order from your grocer.

SOLE PACKERS.

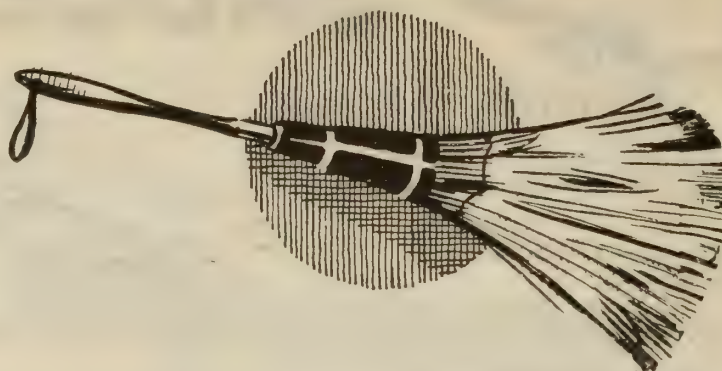
SMITH & PROCTOR - HALIFAX, N.S.



**SMITH
AND
PROCTOR**

SOLE PACKERS

Halifax . N.S.



WHAT THE FEATHER DUSTER CANNOT DO

AT best, the ordinary mop and feather duster can only raise the dust to settle elsewhere. An unsanitary method which does little to help the appearance of goods openly exposed on the shelves.

STANDARD Floor Dressing

is different. It captures fully 90% of the atmospheric dust and holds it. It is sanitary, non-evaporating, non-gumming. It preserves as well as cleans the surface with which it comes in contact. It is purely mechanical in action.



Properly applied with an ordinary floor sprayer, a single gallon will take care of 500-700 square feet of floor space, and will serve its purpose well for several months without further dressing so long as the surface is regularly swept clean with a hard broom or brush.

Sold in one and four gallon cans and in barrels and half barrels.

IMPERIAL OIL LIMITED

BRANCHES IN ALL CITIES

KING GEORGE'S NAVY

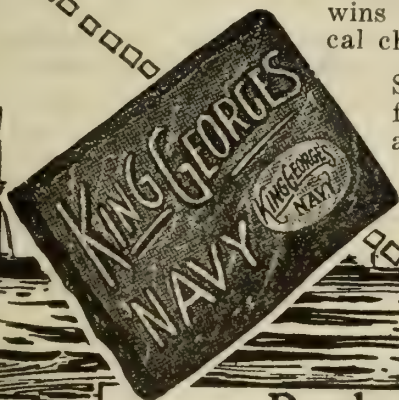
CHEWING TOBACCO

Will prove one of your "best sellers"

Because the excellent texture and flavor of King George's Navy Chewing Tobacco wins instant approval with the most critical chewers.

Stock King George's Navy now for easy, profitable tobacco sales and satisfied customers.

Order your supplies from your wholesaler.



Rock City Tobacco Co., Ltd.



**Give
Little Miss Vi
a Welcome.**

Little Miss Vi has come to Canada as the representative of Vi-Cocoa. She is known in millions of homes in the British Isles, and a great desire for her beneficial

beverage is springing up all over the Dominion.

Give her a prominent place on your counter; she will attract many customers to your Store and take a prominent place on the credit side of your balance sheet. Vi-Cocoa is a ready seller showing substantial margin for the retailers.

Vi-Cocoa

has been known for years as the food beverage of the people—it is the super-cocoa, far more nourishing and palatable than ordinary cocoa, and is made under ideal hygienic conditions in the sweetest and cleanest factory in the world.

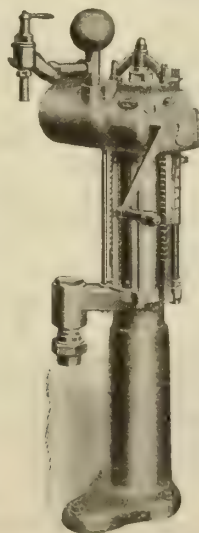
Write for trade terms and particulars to the Watford Mfg. Co., Ltd., Delectaland, Watford, England.



CONSERVE TIME

TIME is an all essential element. Napoleon was defeated because his expected reinforcements were behind TIME. Millions of dollars and thousands of lives are lost every year because men do not properly reckon with TIME.

At the present as never before in history, TIME must be conserved to the utmost degree. Every minute must yield its greatest possibilities.



BOWSER
ESTABLISHED 1885

SYSTEMS

for the storing and handling of oil, conserve more than half the TIME, expended by less efficient methods. They also conserve:—

LABOR
CAPITAL
SPACE
MACHINERY
LIVES
PROPERTY
MATERIAL

BOWSER SYSTEMS ARE leak-proof, fireproof, lossproof, dirt-proof, deterioration proof, evaporation proof, rapid, economical and highly efficient.

A System for every Requirement. Write To-day.

Representatives Everywhere

S. F. BOWSER & CO., Inc.
TORONTO, CANADA



Your customers will appreciate a sensible and delicious meat substitute like

“INDIAN CHIEF” BRAND CLAMS

The efforts of the Food Control Board to conserve Canada's meat supplies is resulting in an increasing call for good, wholesome sea foods.

Every Grocer should cater to this new demand by showing fish foods of unimpeachable goodness.

Indian Chief Brand Clams are just such a line. Their good quality is beyond question. Put up the very same day they are taken from the clam beds and sealed without solder or acid, Indian Chief Brand Clams reach the customer's table as sweet and as fresh as the day they were caught.

Make Indian Chief Brand Clams your big Summer fish seller. It will appeal to the restaurant trade as well as to the housewife.

And the profits are sizeable.

Shaw and Ellis, Pocologan, ^{Charlotte} Co. N. B.

FRED COWARD

402 Spadina Ave., Toronto

*Importer and Packer of Grocers'
Sundries, etc.*

	Dozen
“Lightning” Coffee Essence, 8-oz. square bottles (3 doz. in carton) .	\$2.80
Worcester Sauce (imported), 6-oz. round bottles (4 doz. in carton) . .	1.40
Mustard (English Style Prepared), 10c fancy jars (3 doz. in carton) .	.90
Mustard (Prep. Horse Radish), 10c fancy jars (3 doz. in carton) . . . .	.90
Potato Flour, 10-oz. packages (3 doz. in carton)	1.35
Potato Flour, 3½-lb. bags	6.00
Ground Rice, “Special Grain,” 10-oz. packages (3 doz. in carton)	1.10
Ground Rice, “Special Grain,” 3½-lb. bags	5.28
Marrowfat Peas, packages 9-oz. net weight (3 doz. in carton)	1.40
Marrowfat Peas, bulk, prices on application.	

Freight paid up to 35c per 100 lbs., or

Better still—ask your wholesale grocer for the above lines.



A three-quarter
teaspoonful
of “RELEG”

dissolved in a
tablespoonful of
hot water is equal
to one egg for
baking purposes.

Recommend “Releg.” It's a dependable and economical.

Agents: Loggie Sons
& Co., Toronto—Angevine & McLaughlin,
St. John, N.B.—W. H. Escott Co., Ltd., Winnipeg, Canada.

RELEG CO. Regd.
Quebec, Canada

20% RICE FLOUR

in home-made bread and cooking will immensely improve the quality---try it.

MOUNT ROYAL MILLING & MANUFACTURING CO., LIMITED

Agents:
D. W. ROSS CO., MONTREAL

Mills at:
MONTREAL AND VICTORIA

Canadian Food Control No. 2-084

KLIM
IN POWDER FORM

Buy Bonds Yourself
and urge your customers
to buy

Then sell them Klim to help them economize to meet the payments. Klim is saving the nation money. It is reducing milk bills to a minimum and cutting out milk waste altogether. It is making economy a reality and freeing more money for Victory Bonds. Our country needs the money your customers can save. Urge them to give, help them to save.

Canadian Milk Products Ltd.

Toronto Montreal

Also stocked by

W. H. Escott Co., Ltd., Fort William, Winnipeg, Edmonton, Regina, and Kirkland & Rose, Vancouver

Canada Food Board License No. 14-242



Get Your Button!

Lend your money to Canada—the safest and best investment in the world—the repayment of your Bond absolutely assured at the end of a definite period, and interest at the rate of 5½ per cent. paid to you semi-annually while you hold it.

Kill Kultur---Buy Victory Bonds

The W. A. Freeman Co., Limited
HAMILTON, ONTARIO

TORONTO—114 York St., Near King
MONTREAL—D. H. H. Neill, 16 Notre Dame St. E. Uptown 8547

OYSTERS AND FISH

Get in touch with me for

XXX Oysters
Smelts

Frozen Herring
Frozen Mackerel

Fish is the food of the moment.

EMILE PATUREL

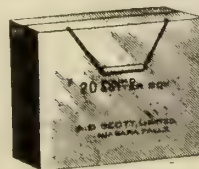
SHEDIAC, N.B.

License No. 1-748.

MR. GROCER

Here's a Butter Box

with a real idea
back of it!



Convenient — Collapsible—
Secure. Just such a container as farmers, motorists and visitors to the country will thoroughly approve of. Can be had in the following sizes: 3, 5, 10, 20, 30 and 45 lb. sizes. You can win good extra business and extra profits by showing a little display of these Butter Boxes in your store.

Write for quotations.

A. B. SCOTT, LIMITED
NIAGARA FALLS, CANADA

Four Delicacies

Beaver Brand "Dinners Ready"

48 x 1 lb. talls, choicest beef and vegetables with gravy. Ready for use.

Beaver Brand Clams

48 x 1 lb. talls, finest quality of tender Nova Scotian clams.

Beaver Brand Bloater Paste

96x $\frac{1}{4}$ lb. cans. An excellent sandwich filler made from choicest smoked herring.

Beaver Brand Lobster Paste

96x $\frac{1}{4}$ lb. cans for making dainty sandwiches.

96x $\frac{1}{2}$ lb. cans.

Write for our prices.
Samples sent on request.

J. W. WINDSOR LIMITED
Montreal

Canada Food Board License No. 14-89

FINEST CRYSTAL GELATINES

Powdered and Sheet

FINE LEAF GELATINE

BRITISH MANUFACTURE

GELATINE

OURY, MILLAR & CO.

9 Mincing Lane, London, E.C., Eng.

SOLE AGENTS FOR CANADA

F. S. Jarvis & Co.

18 TORONTO ST., - TORONTO

"Out of sight" sometimes means
out of mind.

Are you showing

OCEAN BLUE?

It is surprising how much trade is attracted by the bright 5c. packets of Ocean Blue. Put it in your window and

Order from your Wholesaler.

HARGREAVES (CANADA) LIMITED.
The Gray Bldg. 24-26 Wellington St. W. Toronto
WESTERN AGENTS:—For Manitoba,
Saskatchewan and Alberta — W. L.
MacKenzie & Co., Ltd.
Winnipeg, Regina, Sas-
katoon, Calgary
and Edmonton.
For British
Columbia and
Yukon — Creeden
& Avery, Rooms
5 and 6, Jones
Block, 407 Hast-
ings Street W.,
Vancouver, B.C.



If any advertisement interests you, tear it out now and place with letters to be answered.



A Ready-Made Market

Many hundreds of merchants handle McCormick's Biscuits for many reasons. Chief of these are:—

First.—They are made of the purest and best ingredients obtainable.

Second.—They are made under the most hygienic conditions in a factory where sunshine and cleanliness reign.

Third.—The merchant who stocks up with McCormick's Biscuits has a ready-made market awaiting him. They are among the most widely advertised products handled by the Grocery Trade—*People ask for McCormick's and look for the Trade Mark.*

The McCormick Manufacturing Co., Limited
London, Canada

Branches:

Montreal, Ottawa, Hamilton, Kingston, Winnipeg, Calgary, St. John, N.B., Port Arthur

Canada Food Board Licenses Nos. 11-003, 14-166

JAMS MARMALADES PEELS

John Gray & Co., Ltd., Glasgow

Established over a Century

Cable : Lamberton, Glasgow.

Codes : A.B.C. 4th and 5th Editions.

CONFECTIONERY MARZIPAN CHOCOLATE



Agents

W. G. Patrick & Co., Ltd.
Montreal

Lind Brokerage Co., Ltd.
Toronto

Canada's Industrial Situation and Outlook for After the War, Industrial Possibilities Wonderful

THE Annual Industrial Issue of THE FINANCIAL POST, published on November 2nd, appears in the dawn of wonderful, almost dazzling possibilities for the British Empire, and for Canada.

"The next hundred years should be the greatest in the British Empire," says THE POST'S leading article. "Students of history say that countries which win great wars succeed to long periods of great prosperity. We are winning this war, but will we attain the great possibilities unfolding before us? . . ."

And then the searchlight of this leading article is brought to bear on critically interesting situations in the Industrial and Business life of Canada to-day, situations upon which as a Canadian business man you will like to be quickly and clearly informed so that with other business men of your community you can share in the work that is going to make Canada a winner in world business as well as world warfare, and prosperous accordingly. Note what a mine of necessary information for this work you secure in this great number of THE POST:

FEATURES OF THIS INDUSTRIAL AND RECONSTRUCTION NUMBER OF THE POST

THE MANUFACTURERS' PART IN NATIONAL PROSPERITY—W. J. Bulman, president Canadian Manufacturers' Association; **SELL FINISHED PRODUCTS INSTEAD OF RAW MATERIALS**—Sir John Willison, president Canadian Reconstruction Association; **WORLD CHANGES—Economic Developments in Great Upheaval**—Prof. James Mavor, Ph.D., Department of Political Economy Toronto University; **EAST AND WEST—Setting the Stage for Amicable Meeting**—S. R. Parsons, past president Canadian Manufacturers' Association; **PEACE TERMS—Leading Nations Prepare for Aggressive Efforts**—Frank A. Sisson, vice-president Guaranty Trust Co. of New York; **EMPLOYMENT MANAGER—New Factor in Industrial Relations**—Edward D. Jones, Employment Management Section, U.S. War Industries; **LABOUR—Shortage of Man Power the Prime Factor**—James G. Merrick, Secretary Toronto Employers' Association; **U.S. RELATIONS—Brothers in Arms Likely to be Friends in Finance**—J. Herbert Hodgins, Statistician, New York Agency Union Bank of Canada; **PAPER EXPORTS—Looking to the Future of a Big Basic Industry**—F. J. Campbell, president Canadian Pulp and Paper Association; **TRADE BANKING—Who Will Supply Credit for Export Business?**—T. M. Fraser; **PRICES—Regulating the Law of Supply and Demand**—M. Mackintosh, Department of Labor; **CONSTRUCTION—Housing and Other Problems After the War**—J. P. Anglin, B.Sc., pres. Montreal Builders' Exchange; **LUMBERING—A Big Item on the American War Program**—An authority in the Canadian lumber industry; **FUEL—The Vital Factors of the Coal Shortage in Canada**—Charles W. Peterson, Deputy Fuel Controller for Canada; **SHIPBUILDING—A War-time Industry and Its Peace-time Future**—T. H. Fenner, Associate Editor Marine Engineering; **AUTOMOBILES—Interesting Stage of Great Industry's Growth**—W. A. Craick, Associate Editor The Financial Post; **STEEL—Efficiency the Dominating Factor in the Readjusting Process**—A. R. Kennedy, Editor Canadian Machinery; **MILLING—Filling European Bread Basket**—H. H. Black, Associate Editor The Financial Post; **AFTER THE WAR—We Must Be Ready**—Col. Thos. Cantley, chairman Nova Scotia Steel & Coal Co..

Authoritative Opinions on the Future of Canadian Industry are expressed by late Senator Henry W. Richardson of Kingston; J. Frater Taylor, president Lake Superior Corporation; A. O. Dawson, vice-president and managing director Canadian Cottons; Carl Riordon, vice-president and manager, Riordon Pulp and Paper Co.; and others.

Other subjects dealt with include Women Workers in Industry; Development of Foreign Markets, Etc.; while the Sugar, Textile, Paint, Packing, Musical Instrument, Furniture, Pulp and Paper, and other trades are reviewed.

A copy of this splendid issue (which runs to 56 pages) will be sent you for ten cents, while the edition lasts, but a better way to secure a copy would be to order your subscription now for THE FINANCIAL POST. This will ensure your receiving a copy of the Industrial Number free, and THE POST regularly for a year besides. There never was a more vital year for Canadian business. POST service in important and exclusive business information **that can be used to good purpose and profit** will prove worth many times the subscription price of \$3.00 per year. You will find it convenient to use the following form in ordering subscription:

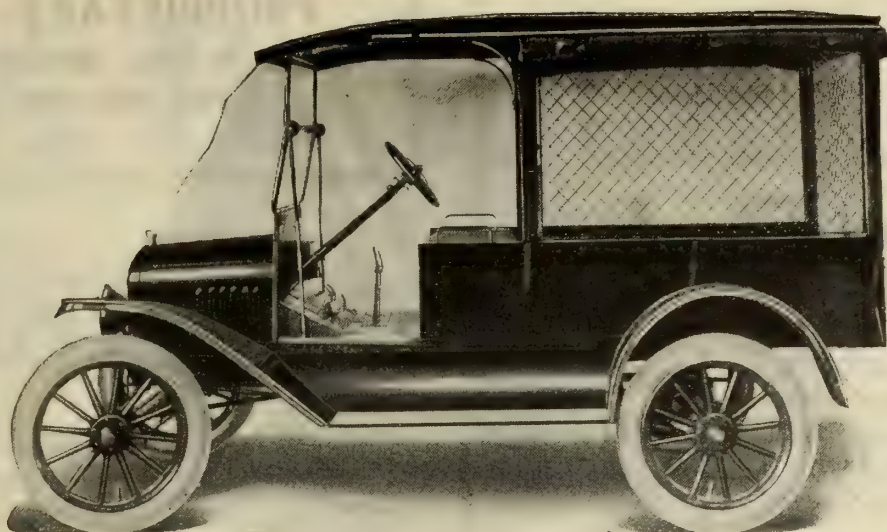
THE FINANCIAL POST,
143-153 University Ave., Toronto.

Send me the Annual Industrial Number of THE POST for 1918, and enter me as a regular subscriber, commencing with the current number. I am enclosing \$3.00 to pay for my subscription for the first year.
I am enclosing will forward

Name

C.G.

Address



Ideal Delivery Body for the Grocery Business

This body will fit a Ford or any other chassis. It has a splendid roof, steady, strong and rigid supports; wire screens at sides and rear protect goods against pilfering and from being shaken out, and the drop curtains may be lowered to protect contents against bad weather. The entire construction is a marvel of strength and rigidity combined with reasonable lightness.

THE PRICE IS A BARGAIN
Considering Materials and Workmanship

Write for Illustrated Folder and Price List

CARRIAGE FACTORIES, Limited

Head Offices: EXCELSIOR LIFE BUILDING, TORONTO

Sales Offices: MONTREAL, TORONTO, WINNIPEG

<h2>BUY VICTORY BONDS</h2>

THERE'S only one right way to clean water closets — and the public is rather generally aware of that fact. They know that they need **Sani-Flush**. It's simply a matter of procuring it at the most convenient place.

Call attention to your stock of

Sani-Flush

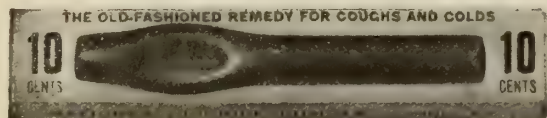
Display cans of **Sani-Flush** on your counters and in your show window. Keep your stock on a shelf where it will be plainly seen.

Harold F. Ritchie & Co., Limited

10-12 McCaul Street,
Toronto, Ont.



Y & S STICK LICORICE in 10c Cartons



Everything in Licorice for all
Industries using
LICORICE
in any form.

Made in Canada by

**National Licorice Company
MONTREAL**

QUOTATIONS FOR PROPRIETARY ARTICLES

SPACE IN THIS DEPARTMENT IS \$65
PER INCH PER YEAR

BAKING POWDER

ROYAL BAKING POWDER

Size	Less than 10-case lots Per doz.
Dime	\$ 1 15
4-oz.	1 65
6-oz.	2 45
8-oz.	3 10
12-oz.	4 65
16-oz.	5 90
2 1/2-lb.	14 60
5-lb.	27 35

F.O.B. Montreal, or F.O.B. jobbers' point, subject to jobbers' regular terms. Lots of 10 cases and over, less 2% discount; 1% barrel discount will be allowed when packed in barrels. Barrels contain 15 cases assorted sizes.

JAMS

DOMINION CANNERS, LTD.
"Aylmer" Pure Jams and Jellies.
Guaranteed Fresh Fruit and Pure Sugar Only.

Screw Vac top Glass Jars, 16 oz. glass, 2 doz. case.	Per doz.
Blackberry	\$3 25
Currant, Black	3 90
Plum	2 90
Pear	3 15
Peach	3 15
Raspberry, Red	3 90
Apricot	3 25

DOMINION CANNERS, LTD. CATSUPS—In Glass Bottles

1 1/2 Pts., Aylmer Quality	Per doz. \$1 90
Pts., Aylmer Quality	2 35
Gallon Jugs, Aylmer Quality	Per jug. 1 62 1/2
Pints, Delhi Epicure	Per doz. 2 70
1 1/2 Pints, Red Seal	1 50
Pints, Red Seal	2 00
Qts., Red Seal	2 80

BAKED BEANS WITH PORK Brands—Canada First, Simcoe, Quaker.

Individual Baked Beans, Plain	Per doz.
85s, or with Sauce, 4 doz. to case	\$0 95
1's Baked Beans, Flat, Plain, 4 doz. to case	1 15
1's Baked Beans, Flat, Tom. Sauce, 4 doz. to case	1 25
1's Baked Beans, Tall, Tomato or Chili Sauce, 4 doz. to case	1 35
1 1/2's (20-oz.) Plain, per doz.	1 65
Tomato or Chili Sauce	1 90
2's Baked Beans, Plain, 2 doz. to case	1 95
2's Baked Beans, Tom. Sauce, tall, 2 doz. to case	2 30
2's Baked Beans, Chili Sauce, tall, 2 doz. to case	2 30
1 1/2's Tall, Plain, per doz.	2 75
Tomato or Chili Sauce	3 20
Family, Plain, \$2.35 doz.; Family, Tomato Sauce, \$2.80 doz.; Family, Chili Sauce, \$2.80 doz. The above 2 doz. to case, 10's, 1/2 doz. per case; Chili and Tomato Sauce, for hotel and restaurant use (gals.), \$12; plain, \$10.	

"AYLMER" PURE ORANGE MARMALADE

Tumblers, Vacuum Top, 2 doz. in case	Per doz. 2 00
12-oz. Glass, Screw Top, 2 doz. in case	2 40
16-oz. Glass, Screw Top, 2 doz. in case	2 95
16-oz. Glass, Tall, Vacuum, 2 doz. in case	2 95
2's Tin, 2 doz. per case	4 45

4's Tin, 12 pails in crate, per pail	0 76
5's Tin, 8 pails in crate, per pail	0 90
7's Tin or Wood, 6 pails in crate	1 26
30's Tin or Wood, one pail crate, per lb.	0 17 1/2

BLUE

Keen's Oxford, per lb.	\$0 22
In cases 12—12 lb. boxes to case	0 21 1/2

COCOA AND CHOCOLATE THE COWAN CO., LTD.

COCOA—	
Perfection Cocoa, lbs., 1 & 2 doz. in box, per doz.	\$4 60
Perfection, 1/2-lb. tins, doz.	2 45
Perfection, 1/4-lb. tins, doz.	1 35
Perfection, 10c size, doz.	0 95
Perfection, 5-lb. tins, per lb.	0 37
Supreme Breakfast Cocoa, 1/2-lb. jars, 1 & 2 doz. in box, doz.	2 75

(Unsweetened Chocolate)

Supreme Chocolate, 12-lb. boxes, per lb.	0 36
Supreme Chocolate, 10c size, 2 doz. in box, per box	1 80
Perfection chocolate, 10c size, 2 doz. in box, per doz.	0 90

SWEET CHOCOLATE— Per lb.

Eagle Chocolate, 1/2s, 6-lb. boxes 28 boxes in case	0 33
Diamond Chocolate, 1/2s, 6 and 12-lb. boxes, 144 lbs. in case	0 35
Diamond Chocolate, 8s, 6 and 12-lb. boxes, 144 lbs. in case	0 35
Diamond Chocolate, 7s, 6 and 12-lb. boxes, 144 lbs. in case	0 34
Diamond Chocolate, 7s, 4-lb. boxes, 50 boxes in case, per box	1 35

CHOCOLATE CONFECTIONS

Maple Buds, 5-lb. boxes, 30 boxes in case, per lb.	0 42
Milk Medallions, 5-lb. boxes in case, per lb.	0 42
Chocolate Ginger, 5-lb. boxes, 30 boxes in case, per lb.	0 45
Crystallized Ginger, 5-lb. boxes, 30 boxes in case, per lb.	0 45

6c. LINES

Toronto Prices

Filbert Nut Bars, 24 in box, 60 boxes in case	Per box \$1 05
Almond Nut Bars, 24 in box, 50 boxes in case	1 05
Puffed Rice Bars, 24 in box, 50 boxes in case	1 05
Ginger Bars, 24 in box, 50 boxes in case	1 05
Fruit Bars, 24 in box, 50 boxes in case	1 05
Active Service Bars, 24 in box, 50 boxes in case	1 05
Victory Bar, 24 in box, 60 boxes in case	1 05
Queen's Dessert Bar, 24 in box, 60 boxes in case	1 05
Regal Milk Chocolate Bar, 24 in box, 50 boxes in case	1 05
Royal Milk Cakes, 24 in box, 50 boxes in case	1 05
Maple Buds, 6c display boxes, 6c pyramid packages, 6c glassine envelopes, 4 doz in box	2 00

10c LINES

Maple Buds, 10c, 1 doz. in box, 50 boxes in case, per doz.	\$0 95
Medallions, 10c, 1 doz in box, 50 boxes in case, per doz.	0 95

E. D. Smith's Raspberry Jam

Feature this line and you will realize in dollars and cents the real value of connecting with a jam that is backed by a quality reputation second to none. Any of our agents can supply you.



E. D. Smith & Son
Limited
WINONA, ONT.

AGENTS: Newton A. Hill, Toronto; Eastern Representative: Wm. H. Dunn, Limited, Montreal; Alberta Representative: Donald H. Bain Co., Calgary, Alta., Edmonton, Alta.; Watson & Truesdale, Winnipeg; B.C. Merchandise Brokerage Co., Vancouver, B.C.

Dole Bros. Hops & Malt Co.

BOSTON, MASS., U.S.A.

"SUPERIOR" BRAND HOPS

FOR FAMILY TRADE

They are carefully selected and packed for the Canadian trade, in cases of 10, 15 or 30 lbs. each, containing $\frac{1}{4}$, $\frac{1}{2}$ or 1-lb. packets.

R. E. BOYD & COMPANY

Agents for the Province of Quebec
15 STE. THERESE ST. - MONTREAL

DONALD H. BAIN CO.

AGENTS FOR THE CANADIAN NORTH-WEST

ORDER NOW

FOR DELIVERY JANUARY 1st

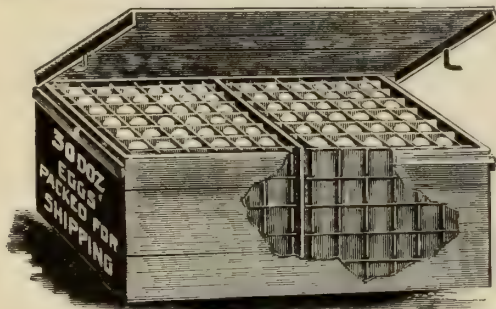
The counter check books you will require for next year. Everything has about doubled in price, and pad prices must advance. Your protection comes by placing your order with the makers of the famous

McCaskey Register System

McCASKEY SYSTEMS, LTD.

Toronto, Canada

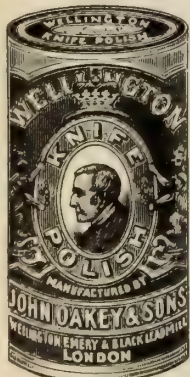
THE MILLER BROS. CO., LIMITED



Manufacturers of

White pulp egg case fillers and extra flats in standard and extra large sizes for 12 and 30 dozen egg crates.

20-38 DOWD STREET, - MONTREAL, CANADA



Oakey's "WELLINGTON" KNIFE POLISH

The original and only reliable preparation for Cleaning and Polishing Cutlery, etc.

John Oakey & Sons, Ltd.

Manufacturers of Emery Cloth,
Black Lead, Glass Paper, &c.

LONDON, S.E., ENGLAND

AGENTS:

Geo. B. Jenkinson, 43 Queen St. East,
Toronto, and J. E. Huxley & Co., 220
McDermid St., Winnipeg.

CALIFORNIA FRUIT CANNERS ASSOCIATION

CALIFORNIA RIPE OLIVES DEL MONTE BRAND

Size—

2½-quart Tall Cylinder Can	
No. 1 Pint Cylinder Can....	
No. 16 Jar	
No. 4 Jar	
No. 10 Can	

YUBA BRAND

2½-quart Tall Cylinder Can.	
No. 1 Pint Cylinder Can....	
No. 10 Can	
Picnic Can	

BORDEN MILK CO., LTD., CONDENSED MILK

Terms, net, 30 days.

Eagle Brand, each 48 cans..	\$9 00
Reindeer Brand, each 48 cans.	8 70
Silver Cow, each 48 cans....	8 15
Gold Seal, Purity, each 48 cans	8 00
Mayflower Brand, each 48 cans	8 00
Challenge Clover Brand, each	
48 cans	7 50

EVAPORATED MILK

St. Charles Brand, Hotel, each	
24 cans	\$6 40
Jersey Brand, Hotel, each 24	
cans	6 40
Peerless Brand, Hotel, each 24	
cans	6 40
St. Charles Brand, Tall, each	
48 cans	6 50
Jersey Brand, Tall, each 48	
cans	6 50
Peerless Brand, Tall, each 48	
cans	6 50
St. Charles Brand, Family,	
each 48 cans	5 50
Jersey Brand, Family, each	
48 cans	5 50
Peerless Brand, Family, each	
48 cans	5 50
St. Charles Brand, small, each	
48 cans	2 60
Jersey Brand, small, each 48	
cans	2 60
Peerless Brand, small, each 48	
cans	2 60

CONDENSED COFFEE

Reindeer Brand, large, each	
24 cans	\$6 00
Reindeer Brand, small, each	
48 cans	6 25
Regal Brand, each 24 cans..	5 65
Cocoa, Reindeer Brand, large,	
each 24 cans	6 00
Reindeer Brand, small, 48 cans	
6 25	

CARNATION MILK PRODUCTS CO., LTD.

All points east of and including
Fort William, in Ontario, Quebec
and Maritime Provinces.

EVAPORATED MILK

	Per Case
Carnation, 16-oz., talls (48	
cans per case)	6 40
Carnation, 6-oz. baby (96 cans	
per case)	5 40
Canada First, 16-oz. talls (48	
cans per case)	6 25
Canada First, 6-oz. baby (48	
cans per case)	2 60
Canada First, 12-oz. family	
(48 cans per case)	5 50
Canada First, 32-oz. hotel (24	
cans per case)	6 15

W. CLARK, LIMITED, MONTREAL.

Compressed Corn Beef—½s.	\$2.90;
1s. \$4.45; 2s. \$9.25; 6s. \$34.75;	
14s. \$80.	
Lunch Ham—1s. \$6.45; 2s. \$13.50.	
Ready Lunch Beef—1s. \$4.45; 2s. \$9.	
English Brawn—½s. \$2.90; 1s.	
\$4.95; 2s. \$9.90.	
Boneless Pig's Feet—½s. \$2.90; 1s.	
\$4.95; 1s. \$9.90.	
Ready Lunch Veal Loaf—½s. \$2.40;	
1s. \$4.45.	
Ready Lunch, Beef-Ham Loaf—½s.	
\$2.40; 1s. \$4.45.	
Ready Lunch Beef Loaf—½s. \$2.40;	
1s. \$4.45.	
Ready Lunch Asst. Loaves—½s.	
\$2.45; 1s. \$4.50.	
Geneva Sausage—1s. \$4.95; 2s. \$9.45	
Roast Beef—½s. \$2.90; 1s. \$4.45;	
2s. \$9.25; 6s. \$34.75.	
Boiled Beef—1s. \$4.45; 2s. \$9.25; 6s.	
\$34.75.	
Jellied Veal—½s. \$2.90; 1s. \$4.45;	
2s. \$9.	

Cooked Tripe—1s. \$2.45; 2s. \$4.45.	
Stewed Ox Tail—1s. \$2.45; 2s. \$4.45.	
Stewed Kidney—1s. \$4.45; 2s. \$8.95.	
Mince Collops—½s. \$1.95; 1s. \$3.75;	
2s. \$6.95.	
Sausage Meat—1s. \$4.2s. \$7.75.	
Corn Beef Hash — ½s. \$1.95; 1s.	
\$3.70; 2s. \$5.45.	
Beef Steak and Onions—½s. \$2.90;	
1s. \$4.45; 2s. \$8.45.	
Jellied Hocks—2s. \$9.95; 6s. \$29.80;	
Irish Stew—1s. \$3.45; 2s. \$6.75.	
Cambridge Sausage—1s. \$4.45; 2s.	
\$8.45.	
Boneless Chicken — ½s. \$5.90; 1s.	
\$8.95.	
Boneless Turkey — ½s. \$5.90; 1s.	
\$8.95.	
Ox Tongue—½s. \$3.85; 1s. \$7.95;	
1½s. \$12.45; 2s. \$15.95; 2½s.	
\$17.50; 3½s. \$27; 6s. \$45.	
Lunch Tongue—½s. \$3.45; 1s. \$6.75;	
2s. \$15.50.	
Tongue Lunch—1s. \$6.75.	
Beef Suet—1s. \$4.90; 2s. \$8.50.	
Mince Meat (Tins)—1s. \$2.95; 2s.	
\$4.45; 5s. \$12.95.	
Mince Meat (Bulk)—5s. 28c; 10s.	
22c; 25s. 21c; 50s. 20c; 85s. 20c.	
Chateau Brand Pork and Beans.	
with Tomato Sauce—Ind., \$1.10;	
1s. \$1.75; 2s. \$2.55; 3s. \$3.85.	
With Plain Sauce—Ind., \$1; 1s.	
\$1.65; 2s. \$2.40; 3s. \$3.40.	
Chateau Brand Concentrated Soups	
—Celery, 1s. \$1.25; Consommé,	
1s. \$1.25; Green Peas, 1s. \$1.25;	
Julienne, 1s. \$1.25; Mulligatawny,	
1s. \$1.25; Mutton Broth, 1s. \$1.25;	
Ox Tail, 1s. \$1.25; Peas, 1s. \$1.25;	
Scotch Broth, 1s. \$1.25; Vege-	
table, 1s. \$1.25; Chicken, 1s.	
\$1.65; Mock Turtle, 1s. \$1.65; To-	
mato, 1s. \$1.65; Vermicelli	
Tomato, 1s. \$1.35; Assorted, 1s.	
\$1.35; Soups and Bouilli, 1s.	
\$12.50.	
Clark's Pork and Beans, Tomato	
Sauce, Blue Label—Ind., 95c; 1s.	
\$1.25; 1½s. \$1.90; 2s. \$2.30; 3s.	
flats, \$2.95; 3s. talls, \$3.35; 6s.	
\$12; 12s. \$20.	
Plain Sauce, Pink Label—Ind.,	
85c; 1s. \$1.15; 1½s. \$1.65; 2s.	
\$1.95; 3s (flats), \$2.50; 3s (talls),	
\$2.95; 6s, \$10; 12s, \$18.	
Chili Sauce (red and gold label)—	
Ind., 95c; 1s. \$1.25; 1½s. \$1.90;	
2s. \$2.30; 3s (flat), \$2.95.	
Vegetarian Baked Beans and To-	
mato Sauce—2s. \$2.25.	
Sliced Smoked Beef—½s. \$2.35; 1s.	
\$3.45; 4s. \$24.	
Canadian Boiled Dinner—1s. \$2.45;	
2s. \$5.95.	
Army Rations—Beef and Vegetables,	
1s. \$3.45; 2s. \$5.95.	
Spaghetti with Tomato Sauce with	
Cheese—½s. \$1.85; 1s. \$2.50; 2s.	
\$4.30.	
Tongue, Ham and Veal Pates—½s.	
\$2.25.	
Ham and Veal Pates—½s. \$2.25.	
Smoked Vienna Style Sausage—½s.	
\$2.45.	
Pate De Foie—½s. 75c; ½s. \$1.40.	
Plum Pudding—½s. \$2.45.	
Potted Beef Ham—½s. 75c; ½s.	
\$1.40.	
Beef—½s. 75c; ½s. \$1.40.	
Potted Tongue—½s. 75c; ½s. \$1.40.	
Potted Game (Venison)—½s. 75c.	
Potted Veal—½s. 75c; ½s. \$1.40.	
Potted Meats (Assorted)—½s. 80c;	
½s. \$1.45.	
Devilled Beef Ham—½s. 75c; ½s.	
\$1.40. Beef—½s. 75c; ½s. \$1.40.	
Devilled Tongue—½s. 75c; ½s.	
\$1.40. Veal—½s. 75c; ½s. \$1.40.	
Devilled Meats (Assorted)—½s. 80c.	
½s. \$1.45.	

In Glass Goods

Fluid Beef Cordial—20 oz. bottle,	
\$10; 10 oz., \$5.	
Ox Tongue — 1½s. \$14.50; 2s.	
\$17.50.	
Lunch Tongue—1s. \$9.95.	
Sliced Smoked Beef—½s. \$1.75;	
½s. \$2.85; 1s. \$4.15.	
Mince Meat—1s. \$3.45.	
Potted Chicken—½s. \$2.35.	
Ham—½s. \$2.35.	
Tongue—½s. \$2.35.	
Venison—½s. \$2.35.	
Chicken Breast—½s. \$9.95.	
Tomato Ketchup—8s. \$2.25; 12s.	
\$2.80; 16s. \$3.50.	
Peanut Butter—½s. \$1.45; ½s.	
\$1.95; 1s. \$2.45; in pails, 6s. \$3c;	
12s. 31c; 24s. 30c; 50s. 30c.	

FLORIDA ORANGES

We handle only the best Packs. Our first cars now in stock, the Famous

PARSON BROWNS

The best Orange shipped from Florida.

California Red Emperor Grapes

In kegs and Lug Boxes. Fine dry stock. Quality pack.

On account of heavy rains in California will probably be last of season.

ALSO BEST QUALITY IN

Florida Grape Fruit, California Lemons, British Columbia and Canadian box Apples.

The House of Quality The Firm for Service
Established 1861

HUGH WALKER & SON

Guelph, Ontario

Canadian Food Control, License Nos. 3-090, 3-204.

FLORIDA GRAPE FRUIT

With Oranges at Record-Breaking prices, Grape Fruit, once considered a luxury, is the cheapest of Citrus Fruits. We can supply the finest quality at attractive prices.

CALIFORNIA and FLORIDA ORANGES EXTRA FANCY CALIFORNIA LEMONS

GRAPES

Finest California Red Emperors in lugs and drums.

PEARS

Extra Fancy Oregon Anjous

CRANBERRIES

Best Long-keeping Varieties.

APPLES

Give us a chance to make you one of our satisfied customers. We are shipping exceptionally fine stock in barrels and boxes. Let us quote you on our winter supply.

POTATOES & VEGETABLES

Carloads or less quantities. Prompt shipment.

DUNCANS LIMITED

NORTH BAY, ONT.

Branches at SUDBURY, COBALT, TIMMINS

Canada Food Board License No. 151



Cow Brand Baking Soda

has given and is giving the Canadian housewife that unlimited satisfaction which brings her back to the grocer for further supplies. She is a firm believer in Cow Brand superiority.

Cheapest because Best!

Church & Dwight, Limited
MONTREAL

VICTORY BONDS

Surpass Every
Other
Investment

J. H. WETHEY, LIMITED

ST. CATHARINES
CANADA

WAR CONDITIONS

necessitate the prohibition
of export of all foodstuffs
from the United Kingdom.

SPRATT'S

DOG CAKES

POULTRY FOODS, CANARY AND PARROT MIXTURES

pending the removal of
the embargo, can be
obtained from

SPRATT'S PATENT (America) LTD.
Newark, New Jersey.

London (Eng.), Spratt's Patent Limited
24-25 Fenchurch Street, E.C. 3.

Do you need a good man?

Are you looking for a suitable partner, a
wide-awake clerk, or an aggressive salesman?

Our Want Ad. Page is the most direct, the
surest way to reach the man you want. The
men who will read your ad. in the **CANADIAN
GROCER** are men of ambition, keen-edged
fellows—the very best class from which to
select the man to fit in with your require-
ments.

And it only costs you two cents a word to
talk to these men through a **CANADIAN
GROCER** Want Ad. Just two cents a word to
reach your man quickly!

Send along your ad. to-day. Forms close
Tuesday each week. Rates: 2c word first
insertion, 1c word each subsequent inser-
tion; 5c extra for Box No. per insertion.

Send along your ad. to-day.

The Canadian Grocer
143-153 University Ave., Toronto

INDEX TO ADVERTISERS

A		Little Bros., Ltd.	14
American Pad & Textile Co.	22	Lipton, Thos. J.	7
Anchor Cap	24	Loggie, Sons & Co.	12
B		M	
Bain, Donald H., Co.	11	Macdonald & Co., W. L.	14
Baker & Co., Ltd., Walter	12	Maclure, A. M., & Co.	11
Borden Milk Co.	1	Mackay Co., Ltd., John	13
Bodley, C. J.	24	MacLeod & Co., D. J.	11
Bowser & Co., S. F.	57	Maclure & Langley	12
Buffalo Specialty Co.	68	McCaskey Systems, Ltd.	66
Business Systems	72	McCormick Mfg. Co.	61
C		Magor, Son & Co., Ltd.	26
Canada Starch Co.... Front cover		Mann, C. A., & Co.	71
Canada Nut Co.	14	Marsh Grape Juice Co.	13
Cane & Sons, Wm.	8	Marshall, H. D.	13
Canadian Victory Loan	16	McBride Bros.	17
Canadian Milk Products	59	Miller Bros. Co.	66
Chaput, Fils & Cie	4	Mathieu, J. L.	52
Clark, W., Ltd.	6	Midland Vinegar	55
Connors Bros.	50	Mount Royal Milling Co.	59
Chilliwick Evaporating & Packing Co.	15	N	
Cockburn Co., F. D.	11	Nagle & Co., N. (Volpeek) ..	72
Channel Chemical, Inside front cover		National Licorice Co.	64
Canadian Wood Products Co. ..	19	Nagle Mercantile Agency ..	72
Carriage Factories, Ltd.	63	Nelson, C. J.	14
Climax Baler	72	Nootka Packing Co.	15
Clayoquot Sound Canning Co. ..	14	Nutrient Food Co.	71
Coward, Fred.	58	O	
Connecticut Oyster Co.	9	Oakeys, John, & Son, Ltd.	66
Church & Dwight	69	Oceanic Oyster Co.	54
D		Oury Millar Co.	60
Davies, Wm., Co. ..	51	P	
Davis & Sons, Ltd., S.	20	Patrick, W. G., & Co.	3, 12
Dayton Scale Co.... Back cover		Paturel, Emil	59
Defiance Packing Co.	15	Pennock, H. P., & Co., Ltd.	10
Dole Bros.	66	Perry, H. L., & Co.	10
Dominion Salt Co.	68	Pullan, E.	71
Dominion Cannors, Ltd.	17	Q	
Duncans, Ltd.	69	Quaker Oats Co.	2
E		R	
Eckhardt, H. P., & Co.	67	Releg Co., Ltd.	58
El Roi-Tan, Ltd.	14	Rock City Tobacco Co.	57
Elliott, W. F.	12	Rose & Laflamme, Ltd.	13
Escott, W. H., Co.	10	S	
Eddy, E. B., Co.	5	Scott, Ltd., A. B.	59
Estabrooks, Ltd., T. H.	25	Scott-Bathgate Co., Ltd.	10
F		Shaw & Ellis	58
Freeman & Sheely	13	Smith & Proctor	55
Freeman Co., W. A.	59	Smith & Son, E. D.	65
Fugita & Co.... Inside front cover		Spratts, Limited	70
Furnivall-New, Ltd.	23	Schofield & Beer	13
G		Stevens-Hepner Co.	17
Gaetz & Co.	13	Swift Canadian Co.	53
Genest, J. R.	13	T	
Grant, C. H.	11	Taylor & Pringle, Ltd.	55
Griffin & Skelly	21	Tobin, J., & Son	21
Gray, John & Co.	61	Toronto Salt Works	71
H		Trent Mfg. Co.	71
Hargraves, Canada, Ltd.	60	Thompson, Ltd., B. & S. H. ..	20
Hart, C. B., Reg.	13	Thompson, E. B.	71
Heinz Co., H. J.	52	Thompson & Co., G. B.	11
Hygienic Products ..	64	Turton, J. E.	13
I		Toronto Pottery Co.	71
Imperial Oil Co., Ltd.	56	V	
Imperial Rice Milling Co.	15	Vogans, Ltd.	71
Ingersoll Packing Co., Ltd.	26	W	
J		Walker, Hugh, & Son	69
Japan Tea..... Inside back cover		Ward & Co., Jos.	18
Jeffress, Ltd., E. W.	52	Watford Mfg. Co.	57
Jones Packing & Provision So.	12	Watson & Truesdale	11
Jones, C. & J.	12	Western Salt Co., Ltd.	55
K		Wethey, J. H., & Co.	69
Kavanagh Co.	71	White & Co.	8
L		White Cottell's	71
Lambe, W. G.	12	Williams Storage Co.	11
Lemon Bros.	12	Windsor & Co., J. W.	60
		Woods, Walter, & Co.	22
		West India Co.	52

BUYERS' DIRECTORY

Latest Editorial Market Information and Guide to Buyers.

Vogan's

**Overseas
CAKE**

Put up in one pound packages.

Order from your jobber to-day.

VOGANS, LIMITED TORONTO



**JARS AND
BUTTER CROCKS**

Are needed in every household. We can supply you with the kind that sells. Write for price list now to

The Toronto Pottery Co., LIMITED
Dominion Bank Bldg., Toronto

We are now located in our new and more spacious warehouse at

60-62 JARVIS ST.

TORONTO SALT WORKS

GEO. J. CLIFF

**WHITE COTTELL'S
BEST ENGLISH MALT VINEGAR
QUALITY VINEGAR**

WHITE COTTELL & CO.
Camberwell, London, England

Agent:
**W. Y. COLCLOUGH, 53 Silver Birch Avenue
TORONTO**

MARKET BRIEFS

Salmon packers are experiencing difficulty in getting any satisfactory adjustment of conditions brought about by a recent order-in-council. A hitch over prices to be paid has arisen, and in the meantime carrying charges are mounting. The trade feels too that at least some consideration should be shown Canadian trade. Order-in-council commandeering salmon takes 100 per cent. sock-eyes and Red Springs, the two largest sellers on this market, and it is felt that at least some of these grades should have been held in Canada as consumer has been educated in the use of these particularly. Shipment of all grades, even those not affected by order, is held up, and situation generally is not one to call forth anything but unfavorable comment.

* * *

A revision in the size of packages and method of packing salt is in progress, and new prices have been named to the trade. It is understood three sizes are to be offered, a 3½ pound bag, packed 80 bags to the barrel, a 7 pound bag packed 40 bags to the barrel, and a 14 pound bag packed 20 bags to the barrel.

* * *

Dried fruits are very firm and higher prices are in evidence on peaches, prunes and raisins. The prospect of no deliveries, with consequent scarcity, are factors contributing to increased figures being asked.

MINCEMEAT

Write, wire or telephone for quotations for prompt or fall delivery.

E. B. THOMPSON

20 Front Street East, Toronto

Every Hundred Dollar Bond makes a Hun-"dred" more.

This space donated to winning the War by

The TRENT MFG. CO., Ltd.
TRENTON - - - ONTARIO

CHOCOLATTA

contains chocolate, milk and sugar in powdered form.

Makes a delicious drink served hot or cold. Suggest it to your customers for Home and Overseas.

NUTRIENT FOOD CO., TORONTO

HIGHEST PRICES PAID

for all kinds of

Poultry and Fresh Eggs

KAVANAGH PROVISION CO.

372 Bleury Street, Montreal

Telephones: Uptown 4620-4621 Night Up. 1980

Canada Food Board License No. 9-960

SUGAR BAGS

With or Without Liners

E. Pullan, Toronto

Now all together and over the top

Buy Victory Bonds to the limit

C. A. MANN & CO.

POULTRY, BUTTER, EGGS, ETC.

[LONDON, ONTARIO]

Canada Food Board License 7-078

These one-inch spaces only \$1.25 per insertion if used each issue in the year.

All these ads will have position on a live page each week containing reading matter.

Wanted

CLASSIFIED ADVERTISING

Advertisements under this heading 2c per word for first insertion. 1c for each subsequent.

Where replies come to our care to be forwarded, five cents must be added to cost to cover postage, etc.

WANTED

DEAD STOCK OF PATENT MEDICINES. drugs and sundries bought or exchanged. Write The Drug Exchange Co., P.O. Box 1343, Montreal, Que.

AGENCIES WANTED

GROCERY LINE WANTED ON COMMISSION by a traveller having a large experience with the wholesale grocers, the best retail grocers and also confectionery trade. Have sold English and American lines in the Provinces. I have Canadian lines but need another. References if necessary. Traveller, Box 475, Truro, N.S.

WOULD HANDLE BISCUITS, SYRUP, CONFECTIONERY. Good accounts. Big sales. F. J. Buote, Tignish, P.E.I.

SITUATIONS WANTED

GROCERY CLERK, 15 YEARS RETAIL EXPERIENCE, open for position, references. Box 450, Canadian Grocer.

EXPERIENCED LADY WISHES POSITION IN general store. Apply Box 454, Canadian Grocer.

J. A. SHARWOOD & CO., LTD., LONDON, England, invite applications for their agency (High-class and Fancy Groceries) for British Columbia, after the termination of the war. Highest credentials essential. Address Export Department, 10 Botolph Lane, London, E.C. 3.

THE "WANT" AD.

The "want ad." has grown from a little used force in business life into one of the great necessities of the present day.

Business men nowadays turn to the "want ad." as a matter of course for a hundred small services.

The "want ad." gets work for workers and workers for work.

It gets clerks for employers and finds employers for clerks. It brings together buyer and seller, and enables them to do business though they may be thousands of miles apart.

The "want ad." is the great force in the small affairs and incidents of daily life.

Dairy Butter Wraps

Made from 30-lb. No. 1 Genuine Vegetable Parchment Paper, printed in two colors ink with design conforming to regulations covering Dairy Butter, size 8 x 11, packed 500 sheets to a carton.

ALWAYS IN STOCK

Special Printed Wraps to Order

Business Systems Limited

Largest Manufacturers of Butter Wraps in Canada

52-56 Spadina Ave. TORONTO

FOR SALE

CASH GROCERY BUSINESS AVERAGING \$450 weekly. Dwelling and store combined. Box 440, Canadian Grocer.

FOR SALE—SPLENDID GROCERY STOCK. Doing a flourishing business. Centrally located in Sault Ste. Marie. Immediate possession. Ill-health reason for selling. Box 445, Canadian Grocer.

KINDLY MENTION THIS PAPER WHEN WRITING ADVERTISERS

Use Our Condensed Advertisement Page for Your Wants



PAPER BALERS

Turn Waste Into Profit

Made in 12 sizes. Send for catalog.

Climax Baler Co.

Steel "Fireproof" Hamilton, Ontario

The money is yours—and we'll get it for you.

That is if you just say the word. Look over your books. See the number of bad accounts and realize that you are losing money on them every day.

We can get your money for you

Ours is a large and reputable organization qualified to collect anywhere. Write to-day for full particulars and samples of our Special Forms.

NAGLE MERCANTILE AGENCY
Westmount, Montreal, Que.



FIRST AID IN THE KITCHEN +

Tell your customers about Vol-Peek. Tell them how easy the mending of leaky pots, pans, etc., becomes when Vol-Peek is used. No tools necessary. And the mended vessel is ready for use in two minutes or less. Vol-Peek is put up in very attractive display cartons. Your wholesaler can supply you.

H. NAGLE & CO., BOX 2024, MONTREAL.

VOL-PEEK



The beverage of untold centuries—
is of the same matchless quality
to-day as a thousand years ago. It
cannot be improved. The Government
of Japan guarantees the purity of Japan
Tea. Its use by Canada's tea drinkers
testifies as to its quality.

*"The salts of tea reduce the
amount of solid food ne-
cessary and maintain the
vigor."*

—Dr. Williams, Yale.

Japan Tea is a customer pleaser.

*Japan Tea is well known in every com-
munity and the demand is there ready
to hand.*

Turn it to good account by stocking and recom-
mending Japan Tea. Every sale a "repeat"
maker.

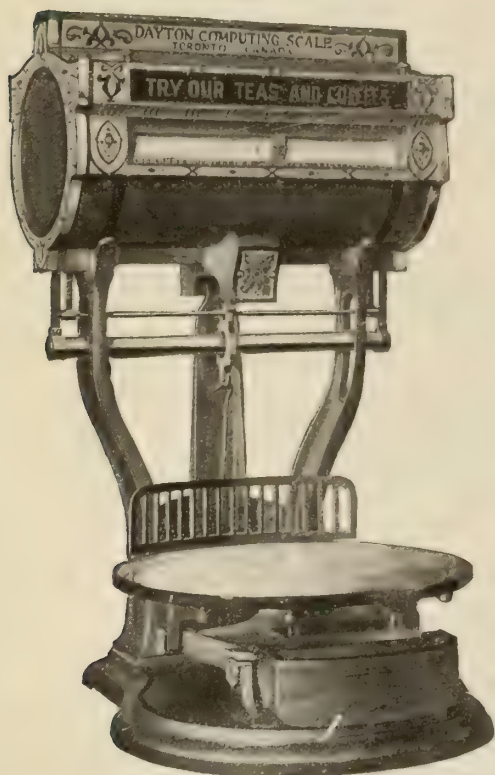
DAYTON

Automatic Scale

The modern scale of Justice

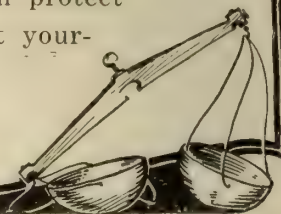


The Dayton—made in Canada



Defend the little sums

Your store and your valuables are well protected against big burglaries. The police see to that for you. But how about the dozens of daily "little burglaries"—the down weight losses from an old-fashioned scale, the fraction money losses from having to figure complicated prices in your mind? No one can protect you from these losses but yourself. It's up to you!



Let us send you the latest "Dayton" catalogue

It shows you the finest range of Scales ever listed; you'll find the one you need and THEN your mind can rest easy on the question of getting every cent of profit and value from everything you weigh out in your store. Write to-day.

Dayton Computing Scales

Royce and Campbell Avenues, Toronto, Ont.

The International Business Machine Co., Limited, Toronto, Frank E. Mutton, Vice-President and General Manager, Manufacturers Dayton Scales, International Time Recorders and Hollerith Electric Tabulating Machines.

BUY ANOTHER BOND

CANADIAN GROCER

Member of the Associated Business Papers --- Only Weekly Grocery Paper Published in Canada

THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXXII.

PUBLICATION OFFICE: TORONTO, NOVEMBER 15, 1918

No. 46



You will always
find it worth while

to give Pure Gold Products a foremost place in your
window and interior displays.

PURE GOLD EXTRACTS

have won the confidence of competent housewives
because the Quality is always reliable.

Pure Gold Extracts are good money-makers. Try
them.

Made up to a standard—not down to a Price.

Pure Gold Mfg. Co., Limited

TORONTO and WINNIPEG

JAMS MARMALADES PEELS

John Gray & Co., Ltd., Glasgow

Established over a Century

Cable : Lamberton, Glasgow.

Codes : A.B.C. 4th and 5th Editions.

CONFECTIONERY MARZIPAN CHOCOLATE

Agents

W. G. Patrick & Co., Ltd.
Montreal

Lind Brokerage Co., Ltd.
Toronto



Custard that compels custom

It is the fresh, delicate, creamy "home-made" flavour of Freemans Devonshire Custard that has made it so popular in the British Isles.

Oversea Troops from the Dominion who have returned home are bringing with them many links with the Old Country, one of which is a desire to taste again its delicate and unrivalled purity.

It will pay you well to display

FREEMANS DEVONSHIRE CUSTARD

in your store—it is such a ready seller and a very profitable line to stock, also it will enable you to push your canned and bottled fruits to great advantage.

Freeman's Devonshire Custard owes its unrivalled purity and flavour to the ideal conditions of cleanliness under which it is manufactured.

Write for trade terms and particulars to the

WATFORD MFG., Co., Ltd.
Delectaland, Watford,
England.

Freemans
FOOD PRODUCTS
Watford

There is no need to stock two or three kinds of Laundry Blue.

OCEAN BLUE

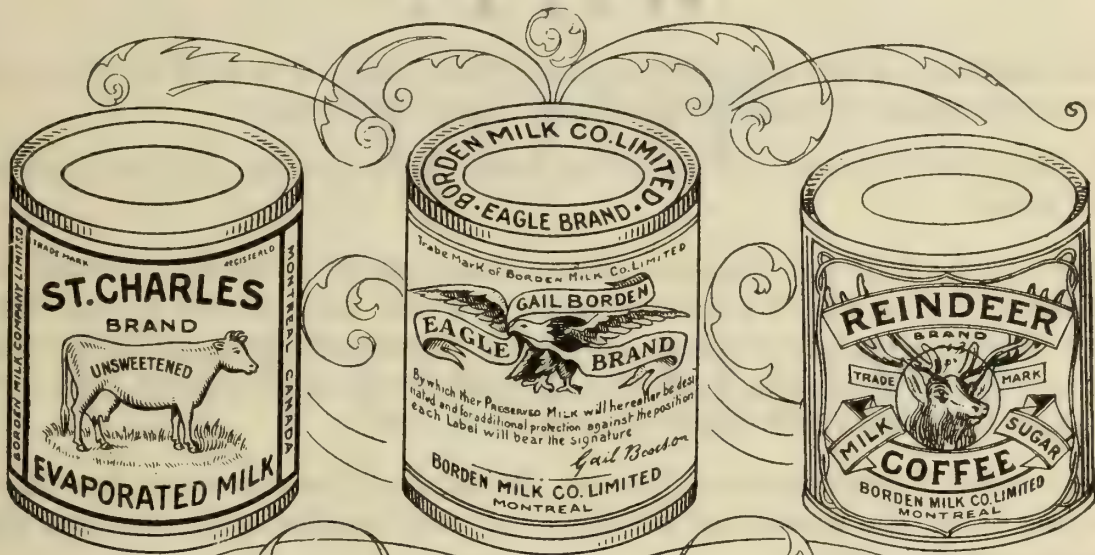
will more than satisfy the requirements of every customer and the price suits every purse.

Order from your Wholesaler.

HARGREAVES (CANADA), LTD.

The Gray Building, 24 & 26, Wellington St., W., Toronto. Western Agents: For Manitoba, Saskatchewan and Alberta: W. L. Mackenzie & Co., Ltd., Winnipeg. Regina, Saskatoon, Calgary and Edmonton. For British Columbia and Yukon: Creeden & Avory, Rooms 5 and 6, Jones Block, 407 Hastings Street West Vancouver, B.C.

The Housewife's Favorites



THE BEST
THAT SCIENCE CAN PRODUCE

Borden's

Convincing proof of Borden popularity is furnished by the steady demand for these Milk Products in every community.

And the Borden demand is not a "special season" demand. It is a year-round call that means steady business for every Borden dealer.

Unbeatable goodness has made Borden Milk Products the favorites of particular people.

Keep your Borden lines displayed.

Borden Milk Co., Limited

"Leaders of Quality"

MONTREAL

Branch Office: No. 2 Arcade Bldg., Vancouver

License No. 14-213

The Trade Newspaper the Logical Medium for Your Advertising These Days

WHY?

The merchant is buying very carefully these days. The high prices of all foodstuffs make it absolutely necessary not to overstock.

He picks out lines suitable to his trade that he knows he can recommend and push.

There are a lot of new clerks in stores throughout Canada, because of the heavy enlistments for army service. These new clerks know very little about the goods in stock, and wise manufacturers realizing this are using liberal space in trade newspapers to educate the clerks, so they can talk their lines and make more sales.

Ten thousand housewives in Boston, Mass., were asked to express on a printed form, the reason for their use of 100 articles sold through the grocery trade.

FIFTY-SEVEN PER CENT. of this large number of grocery customers recorded the fact that it was the influence of their GROCERY DEALERS which was responsible for their use of these household articles. Twenty-five per cent. recorded newspaper advertising as responsible and the remainder were distributed over a number of other reasons such as bill-board advertising, friend's influence, etc.

Does this not indicate that the DEALER'S INFLUENCE is a mighty big element in selling? Where the Dealer has been interested and is lining up his support and that of his clerks, behind a certain line, is where biggest sales are being made.

You can enlist this big army of merchants and clerks in your service by forceful and educative advertisements in Maclean trade newspapers.

	Issues per year	Minimum price for page space	Cost for a year's advertising
Dry Goods Review	12	\$35	\$ 420
Men's Wear Review	12	30	360
Canadian Grocer	52	24	1,248
Hardware and Metal	52	24	1,248
Bookseller and Stationer	12	25	300
Sanitary Engineer	24	16.70	400

We invite correspondence on this subject of advertising in one or other of these retailers' newspapers.

The MacLean Publishing Co., Ltd., Toronto, Canada

Also at MONTREAL, WINNIPEG, NEW YORK, CHICAGO, BOSTON and LONDON, ENG.

Victory is Ours Your Investment is Doubly Sure



W. CLARK, LIMITED, MONTREAL

Canada Food Board License No. 14-216



"EVERY GRAIN
PURE CANE"

Always a prime favorite

Royal Acadia Sugar

The most popular sweetener on the market.

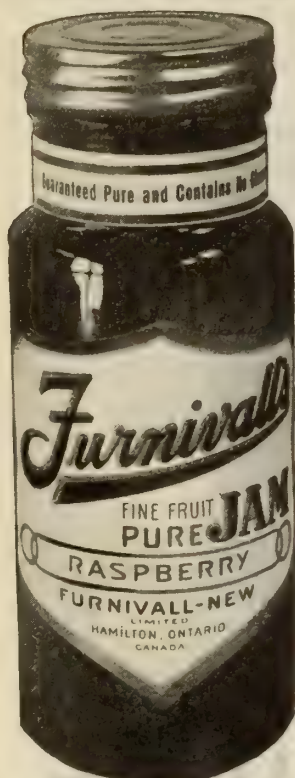
Royal Acadia is always reliable—
Every Grain Pure Cane.

It comes in 2 and 5-lb. cartons, 10, 20 and 100-lb. bags, half-barrels and barrels.

Royal Acadia is a sugar you can sell, confident in its customer-pleasing qualities.

The Acadia Sugar Refining Co.

Limited
HALIFAX, CANADA



Furnivall's

will bring you the
select trade of
your locality

Remember — first sales of Furnivall's are always followed by others. Why? Because the quality is there—the quality that is different, the quality that is only obtained by careful selection of fresh sun-ripened fruits and pure cane sugar. Your wholesaler stocks it.

FURNIVALL-NEW,
Limited
Hamilton, Canada

Canada Food Board License
No. 14-167

AGENTS:—Ontario—MacLaren Imperial Cheese Co., Ltd., Toronto. H. J. Sykes, 736 Elgin St., Ottawa, Ont. Montreal—George Hodge & Sons, Ltd. St. John, N.B.—MacLaren Imperial Cheese Co. Halifax, N.S.—MacLaren Imperial Cheese Co. Sydney, N.S.—A. E. Sheppard. Hamilton—R. M. Griffith. Calgary, Alta.—MacLaren Imperial Cheese Co., Ltd. Edmonton, Alta.—MacLaren Imperial Cheese Co., Ltd. Saskatoon—The H. L. Perry Co., Ltd. Manitoba—The H. L. Perry Co., Ltd., Winnipeg.

FINEST CRYSTAL GELATINES

Powdered and Sheet

FINE LEAF GELATINE

BRITISH MANUFACTURE

GELATINE

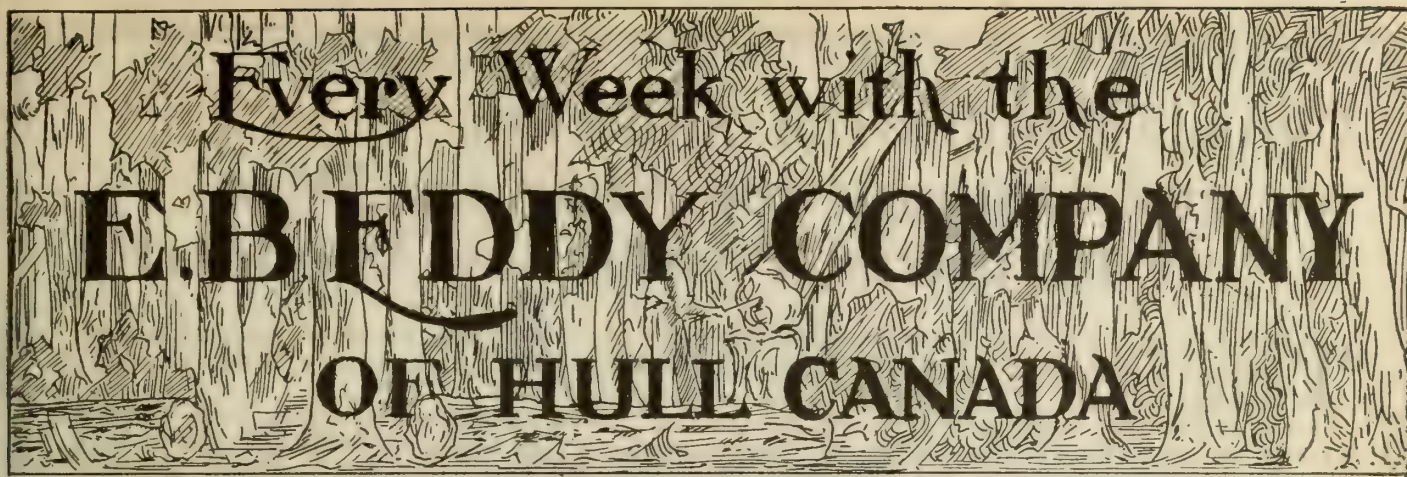
OURY, MILLAR & CO.

9 Mincing Lane, London, E.C., Eng.

SOLE AGENTS FOR CANADA

F. S. Jarvis & Co.

18 TORONTO ST., - TORONTO



Story for Week Dated Nov. 15, 1918.

Being No. 8 in the Series

The Nimble-Fingered Girls Who Fill the Boxes With Eddy Matches

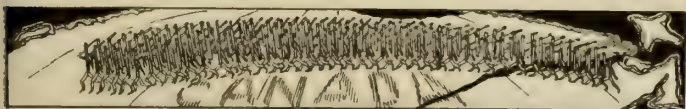
MACHINES can do marvels, but even more marvellous is the speed with which human hands can keep pace with the steady stream of millions of matches through those wonderful match-making machines.

Feminine fingers are very quick and sure, and constant practise makes their nimbleness almost unbelievable. The girls who handle the matches in the Eddy plant begin with slow-moving machines taking care of steadily flowing match supplies that offer small risk of fumbling. In a few weeks they are expert and able to take their places in the busy array of girls who keep pace with the fastest match-making machinery in the British Empire.

The matches dipped, and tipped, and dried—as nearly perfect as matches can be—come pouring down long, narrow chutes, on each side of which sit the girls. The Eddy Company take especial care of the comfort, right height and right position of the girls' seats, for such details make a difference in the way the girls feel at the end of a busy day. They are happy girls, working swift and bright in an ideal atmosphere.

Supplies of the Eddy Match Boxes, with which every retailer is familiar, are kept abundantly within the girls' reach, and as the matches come streaming along the channels each girl grasps and boxes them by handfuls, patting down the full boxes, and placing the protective strip of card that keeps them from falling out. The covers are slipped on, and the well-filled boxes pass on to be packed in cases.

From 8 or 10 to 14 or 15 girls can take care of the output of each one of the twelve great machines that turn out the Eddy Company's seventy million matches per day. Boys take care of their supplies of match-boxes, the making of which is another of the Eddy marvels of manufacture.



Two of Eddy's Famous Fibreware Products



Wash Tub or Babies' Bath Tubs
4 Sizes

If any advertisement interests you, tear it out now and place with letters to be answered.

Canada's Industrial Situation and Outlook for After the War, Industrial Possibilities Wonderful

THE Annual Industrial Issue of THE FINANCIAL POST, published on November 2nd, appears in the dawn of wonderful, almost dazzling possibilities for the British Empire, and for Canada.

"The next hundred years should be the greatest in the British Empire," says THE POST'S leading article. "Students of history say that countries which win great wars succeed to long periods of great prosperity. We are winning this war, but will we attain the great possibilities unfolding before us? . . ."

And then the searchlight of this leading article is brought to bear on critically interesting situations in the Industrial and Business life of Canada to-day, situations upon which as a Canadian business man you will like to be quickly and clearly informed so that with other business men of your community you can share in the work that is going to make Canada a winner in world business as well as world warfare, and prosperous accordingly. Note what a mine of necessary information for this work you secure in this great number of THE POST:

FEATURES OF THIS INDUSTRIAL AND RECONSTRUCTION NUMBER OF THE POST

THE MANUFACTURERS' PART IN NATIONAL PROSPERITY—W. J. Bulman, president Canadian Manufacturers' Association; **SELL FINISHED PRODUCTS INSTEAD OF RAW MATERIALS**—Sir John Willison, president Canadian Reconstruction Association; **WORLD CHANGES—Economic Developments in Great Upheaval**—Prof. James Mavor, Ph.D., Department of Political Economy Toronto University; **EAST AND WEST—Setting the Stage for Amicable Meeting**—S. R. Parsons, past president Canadian Manufacturers' Association; **PEACE TERMS—Leading Nations Prepare for Aggressive Efforts**—Frank A. Sisson, vice-president Guaranty Trust Co. of New York; **EMPLOYMENT MANAGER—New Factor in Industrial Relations**—Edward D. Jones, Employment Management Section, U.S. War Industries; **LABOUR—Shortage of Man Power the Prime Factor**—James G. Merrick, Secretary Toronto Employers' Association; **U.S. RELATIONS—Brothers in Arms Likely to be Friends in Finance**—J. Herbert Hodgins, Statistician, New York Agency Union Bank of Canada; **PAPER EXPORTS—Looking to the Future of a Big Basic Industry**—F. J. Campbell, president Canadian Pulp and Paper Association; **TRADE BANKING—Who Will Supply Credit for Export Business?**—T. M. Fraser; **PRICES—Regulating the Law of Supply and Demand**—M. Mackintosh, Department of Labor; **CONSTRUCTION—Housing and Other Problems After the War**—J. P. Anglin, B.Sc., pres. Montreal Builders' Exchange; **LUMBERING—A Big Item on the American War Program**—An authority in the Canadian lumber industry; **FUEL—The Vital Factors of the Coal Shortage in Canada**—Charles W. Peterson, Deputy Fuel Controller for Canada; **SHIPBUILDING—A War-time Industry and Its Peace-time Future**—T. H. Fenner, Associate Editor Marine Engineering; **AUTOMOBILES—Interesting Stage of Great Industry's Growth**—W. A. Craick, Associate Editor The Financial Post; **STEEL—Efficiency the Dominating Factor in the Readjusting Process**—A. R. Kennedy, Editor Canadian Machinery; **MILLING—Filling European Bread Basket**—H. H. Black, Associate Editor The Financial Post; **AFTER THE WAR—We Must Be Ready**—Col. Thos. Cantley, chairman Nova Scotia Steel & Coal Co.
Authoritative Opinions on the Future of Canadian Industry are expressed by late Senator Henry W. Richardson of Kingston; J. Frater Taylor, president Lake Superior Corporation; A. O. Dawson, vice-president and managing director Canadian Cottons; Carl Riordon, vice-president and manager, Riordon Pulp and Paper Co.; and others.
Other subjects dealt with include Women Workers in Industry; Development of Foreign Markets, Etc.; while the Sugar, Textile, Paint, Packing, Musical Instrument, Furniture, Pulp and Paper, and other trades are reviewed.

A copy of this splendid issue (which runs to 56 pages) will be sent you free, while the edition lasts, but a better way to secure a copy would be to order your subscription now for THE FINANCIAL POST. This will ensure your receiving a copy of the Industrial Number free, and THE POST regularly for a year besides. There never was a more vital year for Canadian business. POST service in important and exclusive business information **that can be used to good purpose and profit** will prove worth many times the subscription price of \$3.00 per year. You will find it convenient to use the following form in ordering subscription:

THE FINANCIAL POST,
143-153 University Ave., Toronto.

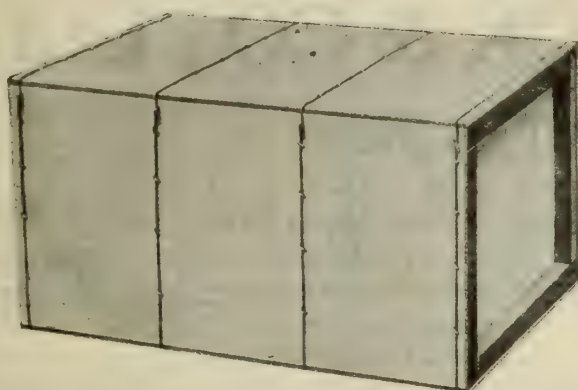
Send me the Annual Industrial Number of THE POST for 1918, and enter me as a regular subscriber, commencing with the current number. I am enclosing \$3.00 to pay for my subscription till Jan. 1st, 1920.
will forward

Name

C.G.

Address

Ship your product in a 4-One Wirebound Box

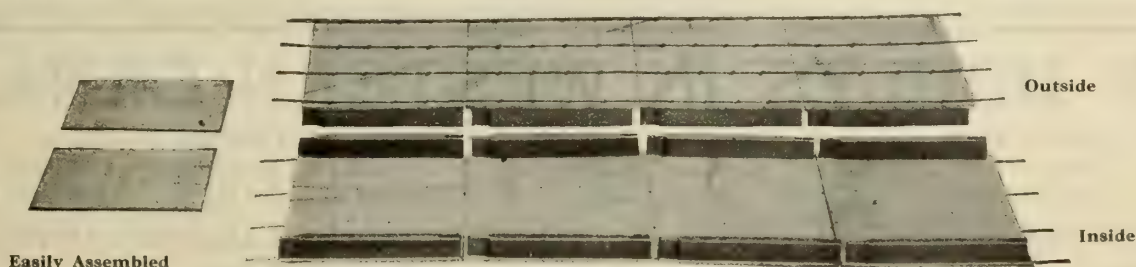


VIEW SHOWING BOX READY FOR SHIPMENT

Because---

1. They are economical.
2. Saves in freight charges.
3. Saves in storage space.
4. Goods arrive at destination in good condition.
5. The principle of construction avoids contents being pilfered while in transit.

The method of construction is such that external strain and bulging strain cannot injure contents.



VIEW SHOWING BOX IN KNOCK-DOWN

Send for Samples and Prices to

CANADIAN WOOD PRODUCTS
TORONTO LIMITED

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

The service department of Canadian Grocer will gladly assist manufacturers at home and abroad in making arrangements with the firms in all parts of Canada whose announcements appear on this page.

WESTERN PROVINCES

MANITOBA
SASKATCHEWAN

Wholesale Grocery Commission
Brokers

ALBERTA
WESTERN ONTARIO

H. P. PENNOCK & CO., Ltd.

Head Office: WINNIPEG Manitoba

We solicit correspondence from large and progressive manufacturers wanting active and responsible representation west of the Great Lakes. An efficient selling organization, and an old-established connection with the trade, place us in a position to offer you unexcelled facilities for marketing your products. Write us now.

"Always On The Job"

The H. L. Perry Co., Ltd., 214-216 Princess St., Winnipeg

As your Selling Agents, we can make a big success of your Account.

STORAGE

DISTRIBUTING

FORWARDING

SIX HOUSES IN WESTERN CANADA

W. H. ESCOTT CO., LIMITED

Winnipeg, Man.

W. H. ESCOTT CO., LIMITED

Calgary, Alta.

W. H. ESCOTT CO., LIMITED

Saskatoon, Sask.

W. H. ESCOTT CO., LIMITED, Fort William, Ont.

W. H. ESCOTT CO., LIMITED

Regina, Sask.

W. H. ESCOTT CO., LIMITED

Edmonton, Alta.

WHOLESALE GROCERY BROKERS, MANUFACTURERS AGENTS, IMPORTERS

Consignments Solicited

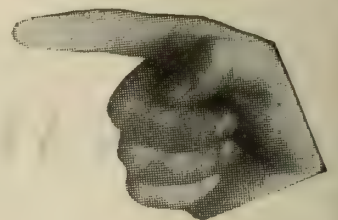
HEAD OFFICE: 181-183 Bannatyne Ave. East, WINNIPEG

Write Us

Let us connect you with the Western Markets

We cover the entire wholesale and retail trade through twelve aggressive men, nine of whom are doing retail work exclusively. Think what a success-making factor these men will be in marketing your product in the West!

May we send you full particulars?



SCOTT-BATHGATE COMPANY, Ltd.

Wholesale Grocery Brokers and Manufacturers Agents.

149 Notre Dame Ave. E., WINNIPEG

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

PUGSLEY, DINGMAN CO., LIMITED
JOHN TAYLOR & CO., LIMITED
ETC., ETC., ETC.

We represent some of the best manufacturers,
of whom the above are examples. We will
give your line the same attention.

F. D. COCKBURN CO.
WINNIPEG

A. M. Maclure & Co.
MALTESE CROSS BUILDING
WINNIPEG

IMPORTERS, BROKERS
MAN'F'S. AGENTS
GROCERY, DRUG AND
CONFECTIONERY
SPECIALTIES

Williams Storage Co
WINNIPEG

Lessees
WINNIPEG WAREHOUSING CO.
288 Princess Street

Owners
C. S. TURNER CO.
147 Bannatyne Avenue

Prompt and Efficient SERVICE

Bonded or Free Storage
Track Facilities Steam Heating
WAREHOUSING DISTRIBUTING
STORAGE

G. B. Thompson & Co.

Wholesale Commission Brokers and
Commission Agents

We can handle a few more good lines.
Storage Warehouses and Transfer Track.
149 Notre Dame Ave. E. - WINNIPEG
Established 1898.

C. H. GRANT CO.

Wholesale Commission Brokers and
Manufacturers' Agents

1206 McArthur Bldg., Winnipeg
We have the facilities for giving manu-
facturers first-class service.

D. J. MacLeod & Co.

Manufacturers' Agents
and Grocery Brokers
EDMONTON, ALTA.

Open to negotiate for new lines in Alberta.
Our staff calls on wholesale trade and does
detail work.

WATSON & TRUESDALE

Wholesale Grocery Brokers and Manufacturers' Agents.

Have live men doing detail work throughout our territory. Manitoba
Saskatchewan and Alberta. They get the business, and can get it
for you. Write us, and we will explain our system.

156 LOMBARD STREET - - WINNIPEG, MANITOBA

Trackage
Storage
Distri-
bution

Donald H. Bain Co.

Wholesale Grocery Commission Agents

A sales force of competent men.

Ample capital—and the reliability that goes with it.

A record of results—and the prestige that follows it.

An energetic, result-getting organization—with satisfied clients to
prove it.

Are all at your disposal if WE represent you.

Every branch a business in itself, directed by capable, experienced
managers.

All varieties of Food Products.

If you want results get in touch with us.

Head Office: WINNIPEG

Branches—REGINA, SASKATOON, EDMONTON, CALGARY, VANCOUVER

Canada Food Board License No. 6-450

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

The service department of Canadian Grocer will gladly assist manufacturers at home and abroad in making arrangements with the firms in all parts of Canada whose announcements appear on this page.

ONTARIO

W. G. PATRICK & CO.
Limited

Manufacturers' Agents
and Importers

51-53 Wellington St., W. Toronto

MACLURE & LANGLEY
Limited

Manufacturers' Agents
Grocers, Confectioners and Drug
Specialists

12 Front Street East Toronto

W. F. ELLIOT

Importer & Manufacturers' Agent
(Cor. Leith and Hardisty Sts.)

FORT WILLIAM, ONT.

Established 1909.

W. G. A. LAMBE & CO.
TORONTO

Established 1885

SUGARS FRUITS

Are You Interested?

CANADIAN GROCER reaches the retailer, the wholesaler, the manufacturer, the clerk and the traveller, just the men to whom you wish to sell or from whom you would buy.

RATES:

(payable in advance)

2c per word, first insertion.

1c per word, subsequent insertions.

5c extra per insertion when replies are to be addressed c/o Canadian Grocer.

No Other Paper Reaches All These Men.

Is Selling a Business?

Is Buying a Business?

Is Engaging a Clerk?

Is Securing a Position?

Is Securing a Partner?

Is Disposing of Second-hand Fixtures?

Then you should use.

Canadian Grocer's Classified Ad. Columns.

It should find for you among the progressive Grocers of Canada at least one individual who is on the lookout for just such a proposition that you have to offer.

Canadian Grocer

143-153 University Ave., Toronto

Apples

Let us look after your requirements. We handle the Famous

GEORGIAN BAY

BRAND APPLES

Fine, sound fruit that will be appreciated by every customer.

We invite correspondence.

LEMON BROS.
OWEN SOUND, ONTARIO

Canada Food Control License No. 182

To Manufacturers' Agents

Manufacturers are always looking for aggressive brokers to represent them. Keep your name and territory covered to the front, thus impressing them with your aggressiveness. The Manufacturers' Agents' directory is the right place to have your card.

The rates are reasonable. For one inch each week for one year the cost is only \$1.25 per insertion. For quarter column for the same time the cost is \$2.80 an issue.

We shall be glad to furnish you with other rates upon application.

Canadian Grocer

143-153 University Ave.
TORONTO

YOUR Advertisement in
this paper will get you
results. **TRY IT.**

When answering
Advertisements please mention
Canadian Grocer

"Golden Nut" PEANUT BUTTER
C. & J. JONES, WINNIPEG

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

The service department of Canadian Grocer will gladly assist manufacturers at home and abroad in making arrangements with the firms in all parts of Canada whose announcements appear on this page.

QUEBEC

ROSE & LAFLAMME LIMITED

Commission Merchants
Grocers' Specialties
MONTREAL TORONTO
Canadian Food Control License Nos. 6-236/7/8

J. R. GENEST CORN and CORN PRODUCTS—PEAS

Grain, Flour and Feed—Wholesale only
Grocers Specialties
BOARD OF TRADE BUILDING, MONTREAL

JOHN E. TURTON

Wholesale Grocery Broker

MONTREAL

H. D. MARSHALL

Wholesale Grocery Broker

OTTAWA MONTREAL HALIFAX

If you have a business to dispose of, or are in need of efficient help, try a Want Ad. in Canadian Grocer, and let it assist you in filling your needs.

J. L. FREEMAN & CO.

Wholesale Grocery Brokers

St. Nicholas Bld. - Montreal

MARITIME PROVINCES

C. B. HART, Reg. Montreal, P.Q.

Grocery and Chemical Brokers
Commission Agents

Schofield & Beer, St. John, N.B.

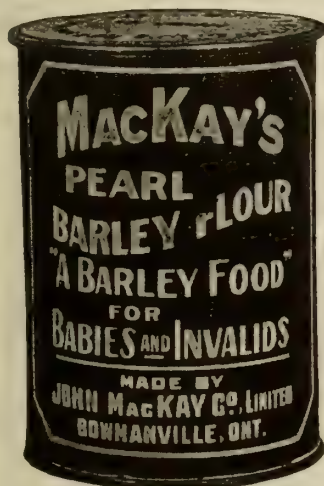
Commission Merchants

Agents for: Acadia Sugar Refining Co., Ltd., of Halifax, N.S.; W. C. Macdonald, Regd., Montreal, P.Q.; F. W. Berk & Co., London, Eng.; The T. Upton Co., Ltd., Hamilton, Ont.

GAETZ & CO.

MANUFACTURERS' AGENTS AND
GROCERY BROKERS

47-49 Upper Water St., Halifax, N.S.



IT'S THE REAL MACKAY

Mackay's Pearl Barley Flour

Made - in-Canada.
A "Barley Food"
without a peer.
A seller and a
"repeater."

Just the thing for
infants, invalids
and old people.
Gives a delightful
flavor to soups
and gravies.

Dealers should keep MacKay's well displayed and so link up with our widespread consumer advertising. Your wholesaler has it.

Recommended by Dr. McGill, Ottawa, Dominion Medical Analyst.

John Mackay Co., Limited
BOWMANVILLE, ONT.

Only Exclusive Pot and Pearl Barley Mill in Canada



It pays to push MARSH'S

People to whom quality is a first consideration buy Marsh's Grape Juice by preference.

Get our prices on Unfermented Port Wine and Black Cherry Wine.

The Marsh Grape Juice Company
NIAGARA FALLS - ONT.
The MacLaren Imperial Cheese Co., Limited

Ontario Agents:
ROSE & LAFLAMME

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

The service department of The Canadian Grocer will gladly assist manufacturers at home and abroad in making arrangements with the firms in all parts of Canada whose announcements appear on this page.

BRITISH COLUMBIA

Squirrel Brand PEANUT BUTTER

C. T. NELSON GROCERY BROKER

106 Hibben-Bone Bldg., Victoria, B.C.
In touch with all British Columbia wholesalers and jobbers, and can place your line to best advantage. Live men calling on retail trade.
Victoria Vancouver

SAY YOU SAW IT
IN CANADIAN GROCER
WHEN WRITING TO
ADVERTISERS

The Robert Gillespie Co. *Importers and Exporters*

323 Homer St., Vancouver
Live Salesmen covering Alberta and B.C.

LITTLE BROS. LTD., VANCOUVER, B.C.

Established 15 Years. Live Staff of Salesmen. First-Class Storage and Warehouse Facilities.
We can place one or two good specialty lines on the B.C. market. If you want live representation, write us to-day.

ALBATROSS BRAND
TRADE MARK
CLAYOQUOT SOUND CANNING CO. LTD.
J. L. BECKWITH, AGENT
VICTORIA, B.C.

FRESH BRITISH COLUMBIA
PILCHARD
IMPROVE YOURS AND YOURS BY OPENING

DIRECTIONS
WHEN REQUIRED
HOT PLACE THE
CANS BEFORE BEING
OPENED INTO
BOILING WATER
FOR TEN
MINUTES

Your Customers Will Like
**ALBATROSS
BRAND**

PILCHARD

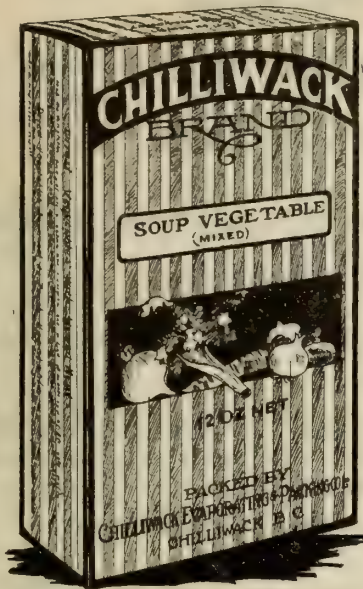
It is a wholesome and delicious Sea Food and with the prevailing big demand for fish dealers will find Albatross Brand Pilchards a quick-mover and a good money-maker, too.

Clayoquot-Sound Canning Co., Ltd.
J. L. BECKWITH, Agent
VICTORIA - B.C.

EL ROI-TAN PERFECT CIGAR

Please Mention this Paper when Writing to Advertisers

When fresh vegetables
are scarce



comes a big call for such a delicious line as Chilliwick Brand Julienne.

Evaporated potatoes, carrots, turnips, onions, peas and beans are scientifically mixed to produce this delightful vegetable soup. It can also be used for boiled vegetable dinners.

Remember — it has the same flavor as fresh picked garden vegetables.

Your jobber will supply you.

**CHILLIWACK EVAPORATING
& PACKING COMPANY**

415 Dominion Bank Bldg., Vancouver

“PRIMROSE”

PILCHARDS

*Strictly Prime
Quality*

Ocean Caught

Packed Only By Hand

Rich in flavor, and high
in food value.



Defiance Packing Co., Ltd.

Head Office: **VANCOUVER, B.C.**

Canneries at West Vancouver and Port
Renfrew, B.C.

Sales Agents: Balfour, Guthrie & Co.
Vancouver, B.C.

**Salmon
Commandeered**



Packed in 1 lb. Talls
and 1-2 lb. Flats
Sold by Your Jobber

**SNOW CAP
BRAND
PILCHARDS**

are more delicious than
SOCKEYE
and are less than half the price.

For Salads and Sandwiches

*They are More
of a Dainty
Than Tuna
Fish*

**“Snow
Cap”**

is Hand Packed
by

The Nootka Packing Co., Ltd.
NOOTKA, B.C.

**Imperial Rice Milling
Co., Ltd.**

VANCOUVER, B.C.



**We are offering the best value
in Rice on the Canadian
market to-day.**

Canada Food Board License No. 4-517

Give Your Customers Real Value---



the real, sound confidence-compelling value so apparent in BABBITT'S CLEANSER.

Babbitt's will never collect dust on your shelves. It's a quick mover. Every sale is a repeat-maker and gives you an excellent profit.

Try a Babbitt display in your window or on your sales counter.

Canadian Selling Representatives:

WM. H. DUNN LIMITED
MONTREAL

Ontario Agents:

DUNN-HORTOP LIMITED
TORONTO

Cranberry Special

THIS WEEK

CAPE CODS—Large, Firm, Red Berries

EMPEROR GRAPES

Boxes

FLORIDA ORANGES CALIFORNIA LEMONS

FLORIDA GRAPE FRUIT

YELLOW DANVER ONIONS BANANAS, etc

We strongly recommend the advisability of placing your order for Xmas requirements as early as possible to ensure best selection. We guarantee you every satisfaction.

McBRIDE BROS.

35 Church Street, Toronto

Canadian Food Control License No. 3-027 and 3-028

BUY HOPS NOW

This year's Pacific Coast Hop crop, including crops grown in British Columbia, Washington, Oregon and California, will not exceed 90,000 bales, as against a normal crop of 325,000 bales.

There is a big Hop shortage--prices are steadily advancing. Place order at once and protect yourself against a high market.

MAPLE LEAF AND DOMINION BRAND PACKAGE HOPS

$\frac{1}{4}$ and $\frac{1}{2}$ -lb. packages

WRITE FOR PRICES

British Columbia Hop Company, Ltd.

HEAD SALES OFFICE

-

SAN FRANCISCO, CAL.

RANCHES AT SARDIS AND AGASSIZ, B.C.

Something To Think About

It takes time to talk up and persuade people to buy "bulk" tea.

It takes time to weigh and tie it up.

Would it not be most profitable to sell Red Rose Tea which is so well-known it needs no talking up and is already weighed and packed in *waxed board cartons* which need no further wrapping or tying up?

The time saved could be used to push the sale of fancy pickles, jams and other "specialties" which would mean new business and increased profits for the grocer.

Think it over.

T. H. Estabrooks Co., Limited

ST. JOHN TORONTO WINNIPEG CALGARY

Canada Food Board License No. 6-276



The Three-Fold Importance of Egg-O Baking Powder

THE advent of heavy war flours necessitated by the demands of the Allies in Europe for Canadian flour has trebled the importance of baking powder.

First—There must be no waste of materials through inefficient Baking Powder.

Second—Heavy War Flours require a stronger leavening agent than do the lighter ones.

Third—You require less Egg-O in your batch than is needed of the Trust brands.

Under these circumstances we have absolutely no hesitation in recommending Egg-O Baking Powder. It will do its work thoroughly. **It is double-acting** — the action is started by the moisture in the bowl and completed by the heat of the oven. It's particularly suitable for use with heavy war flour.

Egg-O Baking Powder is Guaranteed Pure and Efficient

After Nov. 1st it will be packed in one-pound, 2½-pound, and 5-pound tins. It retains its efficiency because it is made right and packed right.

ONCE TRIED ALWAYS USED

EGG-O BAKING POWDER CO., LIMITED

HAMILTON, CANADA



*If they want
superior quality
they'll ask for
Robinson Lines*

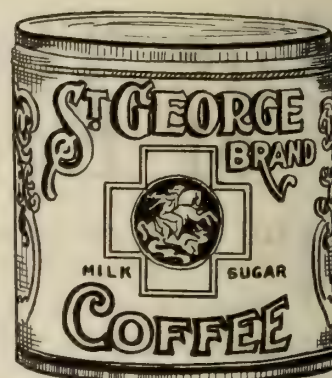
YOU assure yourself
satisfied customers
and repeat selling when
you stock and recom-
mend

Robinson's "Patent" Barley and Robinson's "Patent" Groats

MAGOR SON & CO., LIMITED, 191 St. Paul Street, MONTREAL
Toronto Branch: 30 CHURCH STREET



Sell
**MALCOLM
MILK
PRODUCTS**



The Milk Products of customer-pleasing
goodness.

Entirely Canadian-made.

A line you can depend on for repeats.

5-case lots delivered to any point in Ontario,
Quebec or the Maritimes, and freight pre-
paid up to 50c per 100 lbs.

The Malcolm Condensing Co., Limited
ST. GEORGE, ONTARIO

The All-Canadian Condensed Milk Company

CANADIAN GROCER

Vol. XXXII.

TORONTO, NOVEMBER 15, 1918

No. 46

Restricted Credits Only [Safe Policy

Wholesalers Urge That Whatever Conditions Arise the Merchant With Restricted Credits is Safe—Overstocking on Part of Merchants a Point of Danger

THE president of a large Canadian concern selling the grocery trade, stated recently that when the end of the war comes changes are sure to take place that will more or less upset present conditions. He believed that now was the time for retailers to watch their credit customers closely so as to keep them checked up in the accounts and so be prepared for any eventuality.

CANADIAN GROCER discussed this credit question with a number of wholesalers and manufacturers to secure their views.

The credit man of one large Canadian wholesale house says that, so far as his firm is concerned they are curtailing credits considerably and getting after past-due accounts. Up until the first of this year, credit was liberal if a man had something substantial behind him. Now, it does not matter how substantial he may be, he must conform to the rule at which we are aiming of putting everyone on a thirty-day basis. Everything after sixty days is being pushed very vigorously. "They must come across with the cash," he stated, or give a promissory note with satisfactory dating. With a few exceptions, I believe this is the attitude of the trade. If retailers do not make money now, they never will. We look for a certain amount of trouble ahead. Munition workers and others who have been drawing big wages as a class live up to all they make. If their work should be cut off suddenly, as would be the case if peace came, there would be a lot of bad accounts as a result. I am told that there are already signs of slackness in these plants. We all know that the retail grocer who has not made money during the past four years should never have been in the business, and is better out of it. If he is not better fixed to-day than when the war broke out, there is not much chance of collecting from him.

Our accounts are in a lot better shape than they were before the war. Up to the present time we have not made a bad debt this year. I think the con-

dition of the trade generally is much the same."

He is also of the opinion that many retailers had overstocked considerably in some lines, and the effect of this is now beginning to be felt. A great many men have gone into the grocery business who knew nothing about it, and among this class the tendency has been to overstock. "Seventy-five per cent. of the trade," he continued, "are heavily overstocked. Their experience since the war began had been that everything had kept jumping higher almost daily, and they thought this would continue."

More Cautious in Buying

Head of a large manufacturing house stated that up to a few weeks ago there was a tendency on part of many retailers to overstock because there had been a lot of movement in the market; but just at present they are going more cautiously. The feeling that peace is not far away is responsible for this. Buying was particularly good in some lines, for example, California fruits, anticipating the embargo. There has been some activity in a number of staple commodities, such as soups coming from the United States. There is now an embargo on some of these lines. The reaction in trade is now commencing to be felt, and the tendency will be to go cautiously. There does not seem to have been any restraint in the matter of selling to retailers. So long as the credit of the latter is good, they have been sold all they desired where the goods were obtainable. Some wholesalers take the position that it is not their province

to place any restraint on retail purchasing.

Urges Prompt Collections

Another Canadian wholesaler says retailers are pretty well stocked, and are now buying for their immediate requirements only. The speculative element has largely disappeared. "There was a good deal of it among many grocers who could afford it, and they have stocks enough to last them for some time; but at to-day's prices they are all good. If there should come any little flurry downwards in prices, as a result of peace talk, it would only be temporary. Conditions affecting existing prices are apt to continue for some time, and any declines will be sentimental and temporary. The important thing for the retailer to understand is the absolute necessity of collecting his accounts and reducing his bad and doubtful debts to the minimum. I consider this the most outstanding necessity in the grocery business to-day: to have the retailer liquidate his back debts. As soon as peace comes and industry slackens up, with the munition plants stopping, advantage will be taken of this fact by debtors to make excuses for not paying."

He adds that wholesalers were now watching credits very closely. They dislike putting pressure on their retail friends with whom they have been doing business for a long time, but if they are not pressed, many retailers will not press their customers in turn. "Business is now on practically a cash basis. While things were good and everyone making a fair profit, there was some carelessness, but the tendency is not so now. It is beginning to be looked on seriously if the retailer lets his account run sixty days or over. Generally speaking, they are paying up well. We look for a serious disturbance after the war. It will be only temporary, and the country is going to be all right as soon as the hysterical period is past; but you cannot suddenly dam up a trade stream of a billion and a half, without causing some disturbance in its course," he declared.



Higher Coffee Result of Armistice

New York Market Up 5c—Now at Highest Point Since 1878—Local Markets to Reflect Primary Conditions—Needs For Shipping Enormous—The Future of Prices, Lower or Higher?

ONE of the first results which may be considered a result of the signing of the armistice has been an advance in coffee on the New York market equivalent to 5c per pound. The market has soared tremendously since last Friday, and on Tuesday of this week, the first actual trading day following the signing of armistice, had reached the highest point since 1878. The future is of course somewhat uncertain for the market is so excited, and even demoralized, that no one would predict the final outcome.

Thought Coffee Will Remain High

However, the feeling prevails that a high market will be the order of the day until the needs of the warring countries are determined and supplies reach a point more nearly resembling a pre-war footing. The probable trend of the coffee market with the approach of peace was outlined two weeks ago in CANADIAN GROCER in these words:

"Peace talk has caused a sharp change in the coffee outlook and all indications point to an early advance in local markets. Opinion is divided in some respects, but most of the big coffee importers agree that the situation warrants a firming of the market, and that increased prices will have to be paid by the trade.

"This is due to the fact that the Brazilian planter, who is the dominant factor in the coffee trade, believes that an early peace is a possibility, and that the conclusion of peace will mean a marked increase in the demand for coffee from the central empires, that were formerly among the largest consumers in the world. As a result of this impression Brazilian holders are not sellers at the moment, but are willing to hold their stocks pending further political developments."

Local Markets to Reflect Primary Conditions

The increased price of coffee at primary points has not yet resulted in such sharp advances locally although the tendency is certainly upward. A general revision in all grades is noticeable this week, and some grades will undoubtedly go to higher levels should conditions at primary points show no signs of a marked easing away in prices.

Of course advances at primary points do not represent all the factors in the situation as it affects local business. Today the duty is higher and transportation charges have reached almost prohibitive levels during the period of the war. Some opinions expressed would indicate that transportation rates must suffer an immediate and sharp decline. But will they?

Needs for Shipping Enormous

CANADIAN GROCER has been informed on excellent authority that the needs of the overseas warring nations are so actual and acute that all the available tonnage to be completed in Canada up until June of next year will be required to carry food overseas. It is not only the Central Powers and Russia which are starving, but all the allied countries have been living on comparatively meagre rations, and every effort to place the allied countries on a basis where they can have three square meals a day will be put forth. In addition, Canada has an army which cannot be brought back in as short a time as everyone might wish, and the needs of two million United States troops must also be considered. The outlook seems to be that shipping will be at a premium for some months to come.

The Future of Prices—Lower or Higher?

What is the bearing on prices to be?

That is a question all branches of the trade are interested in, and opinions, though varied, are consistently given that lower price levels will not be general. If coffee can be taken as an indication of what may reasonably develop in other lines, then the peak has not yet been reached in many classes of goods. Is it possible that foodstuffs, over which the various governments exercise no control, will reach unprecedented price levels? Is the basis of quotations now ruling and considered abnormal to be superseded by even higher figures? There are millions and millions of people absolutely on the verge of starvation, their needs are paramount. The law of supply and demand has always been a factor to advance or lower prices—doesn't it seem possible that with the heavy demands which will be forthcoming that prices will at least be maintained, and even replaced by higher ones? It is a possibility which only time will truly reveal.

Jobbers Expect High Food Prices to Continue

Do Not Look For Any Downward Tendency For a Good While to Come—Are Confident That Prosperity Will be Maintained and That Retailer Will Profit Thereby

SO gradual and so have been the issues of the past month, that jobbers, manufacturers, brokers, and others interested in the importation and sale of foodstuffs have taken the big news of an armistice in the same manner: they are confident but undisturbed.

Viewing the whole situation as confronting the trade with regard to prices it is quite generally believed, as far as CANADIAN GROCER has been able to ascertain, that a period of continued high prices is to be expected.

Prosperity to be Maintained

In speaking with a large importer of dried fruits, nuts, etc., he expressed himself as firmly convinced that prices would be firm for some time, that Canada would have greater and greater demand for all that she had to sell, and that for the next two years she would see great prosperity. If the peoples of Europe are to be fed and cared for, as is suggested in the latest reports, they must be fed by those who have the foodstuffs to offer. The restricted supplies for our own population would be little improved over the present basis, and perhaps we would have less. This same informant, on the other hand, referred to the lowering of wages that would come about soon, and particularly in the This would, in time, have an undoubted effect upon foodstuff prices.

Retailer Will Profit

In the opinion of a large and representative grocery jobber, there is every reason to expect that prices will be held high for some time. He predicted that the retail grocer would continue to have prosperity, and that his stock would bring him continued good returns. So short are some foodstuffs that these cannot be replaced this season. The people without food elsewhere will absorb all surplus that can be grown for some time, and he felt that there was nothing whatever to indicate a lowering of prices unless in odd lines. Even this would perhaps be on only a very limited scale.

Will Sugar Decline?

The opinions of sugar refiners are uniform as to the outlook for price maintenance. So short are supplies at present that no one refinery can operate continually, but must satisfy itself with intermittent melting. Shipping is scarce and will be for many months. New crop sugars are arriving, but only in small allotments. The producing centres of the beet sugar industry in Europe are uncertain, and with so much disorganization there the supplies of Cuban and other sugars will probably be broken into to meet some of the big demands there. Another sugar representative

stated that he expected there would be some readjustment, but also added that this would depend largely upon the transportation situation, or practically altogether so.

Generally there is an undercurrent of

confidence as to the future of grocery markets, for the situation calls for more foods than can be supplied. There is but one thing to expect for some time, and that is maintained prices for most lines.

Manufacturer Has Right to Protect His Name

An Interesting Case in the Courts of New Jersey Sustains the Contention That it is Not Legal to Sell Goods Bearing the Manufacturer's Name at a Lower Price Than the Manufacturer is Willing to Permit

AN interesting case was presented for consideration in an American court recently, that introduced a new phase of the "set price" controversy that has found its way into the courts many times of late. In the case in question instituted by Ingersoll and Bro., New York watch-makers, there was no attempt to combat the right of the merchant to sell the goods once purchased at any price that might appear advisable to him. It was contended, however, when the price was cut below the accepted price at which this product was sold by the trade, that the merchant so selling must remove the manufacturer's name and trade mark. In this contention the plaintiffs were sustained by the court. This is a peculiarly interesting case in that it is the first time in which a difference has been made between the product itself and the maker's name.

The United States Supreme Court had decided, in two talking machine cases, that nobody who sells something outright to a dealer who intends to sell it again, can legally dictate to that dealer the price at which he shall resell, and that this is the law whether the article sold is patented or just a plain article of commerce, like a package cereal. The Federal Trade Commission has ruled that a manufacturer must make no effort to even influence a dealer who bought his brand to sell again, as to his resale price, and, further, that he could not refuse to sell goods to a price cutter merely because he cut.

Into this situation, created by the Supreme Court of the United States, has come the New Jersey case, in which Ingersoll & Bros., makers of cheap watches, are the plaintiffs, and Hahne & Co., Newark, N. J., department store people, are defendants. Hahne & Co. bought a quantity of Ingersoll \$1.35 watches, to which was attached a notice that they were to be resold at not less than \$1.35. The Ingersoll concern had also very largely advertised the watch to consumers at \$1.35, and had done all they could do establish it at that price.

The Maker's Name a Factor

Hahne & Co. cut the price to about cost and were at once made defendants in a suit for injunction to prevent them from selling the watch at a cut price without first removing the manufacturer's name and guarantee. Note that the injunction was not to prevent them

from selling the watch at a cut price, but to prevent them from selling it at a cut price with the manufacturer's name and guarantee on it. This marks the difference between this case and all previous fixed price cases, in which the point of removing manufacturer's name and trade-mark did not arise.

The court granted the injunction, on the ground that the United States Supreme Court decision did not cover the exact point raised, the right to sell an article bearing the manufacturer's name at a cut price.

The court said that while Ingersoll & Bro. were undoubtedly obliged to allow the price to be cut they were not obliged to see it cut with their name and guarantee on the watch, and it therefore enjoined Hahne & Co. from cutting the price of the Ingersoll watch without first removing the name and guarantee.

The court outlined its position on the question as follows:

"When a retailer purchases articles through a jobber in New York, which articles have become known to the public generally through extensive advertising as standard priced, with knowledge that the articles are sold under conditions that they are not to be resold at less than the standard price without removing the manufacturer's trade name and guarantee, with the preconceived purpose of offering them to the public in this State at a price less than the standard, so that the public may believe that all the goods in the store are similarly low priced, whereas in fact they are not, he will be enjoined from selling at less than the standard price without removing the manufacturer's trade-mark and guarantee.

It is well recognized that a person has a property interest in his trade name and goodwill, and will, even in the absence of statute, be protected against injury to that trade name and goodwill."

The Manufacturer's Right to Protection

The case involves a very keen distinction between the right to resell the article at a cut price and the right to resell it at a cut price while it bears the manufacturer's name and trade-mark. In summing up the court said:

"In this case the prohibition is not against the resale of the article nor is it impracticable to resell the article

without reference to the trade name. Complainant (Ingersoll) does not seek to retain any right in the article itself; it merely seeks to restrain the use of its trade name and goodwill, except under conditions fixed by it. It may permit the purchaser of the article to use its trade name and goodwill under such conditions as it sees fit. It has an interest in addition to that of mere protection to its trade name and goodwill, for it guarantees the article sold and scrupulously performs its guarantee.

This decision was partly made under a New Jersey statute, which is not the law in other States. The court expressly said, however, that Ingersoll & Bro. were entitled to the injunction also under the common law, which, if true, means that any State could adopt it as the law without a statute.

U. S. DEALINGS IN COFFEE FUTURES MUST BE LIQUIDATED

The Food Administration, in cooperation with the directors of the exchange and the Coffee Advisory Committee, have directed that all coffee futures shall be liquidated at the maximum prices established some months ago.

It has been found that several houses operating for foreign account have bought coffee futures upon the New York Coffee and Sugar Exchange to the amount of several hundred thousand bags. The sellers have sold again coffee in stock or en route. The effect is to tie up this coffee from distribution for many months and to necessitate extra tonnage being employed if our supplies are to be maintained.

To Prevent Speculation

In order to prevent this contingency and speculation generally upon the present situation, and the use of our markets for this purpose in the near future, the Food Administration, cooperating with the directors of the Exchange and the Coffee Importers' Advisory Committee, have directed that all coffee futures shall be liquidated at the maximum prices established some months ago and which prevailed on the coffee exchange on October 18, 1918, when the exchange suspended trading. Arrangements are being made to maintain continuous imports in cooperation in the trades.

COFFEE ARRIVES BY DIRECT ROUTING

Arrival of Steamer From South America to Canada Reported—Carries Cargo of Coffee and Cocoa

Late last week the arrival of the first direct steamer from South America to St. John, N.B., Canada, was reported, bringing about 20,000 bags of coffee and 30,000 bags of cocoa. It is understood that the most of this cargo is consigned to Thos. B. Greening & Son, Toronto. The arrival of this coffee and cocoa will, it is intimated, do no more than replenish depleted stocks, although it amounts to about 200 cars. It is probable another direct steamer will be arranged for shortly.

THE NEW FLOUR REGULATION

There appears to have been some uncertainty regarding the actual meaning of the order permitting certain persons to have 200 days' supply of flour and sugar.

The order itself was No. 69, order No. 70, section 2 (a) interprets the former order as follows:

"A bona fide farmer who has grown wheat himself, may have 200 pounds of wheat flour in his possession, or enough for ordinary household requirements of 200 days, and so may any consumer who lives at a greater distance than five miles from his regular licensed miller or dealer. All others are now limited to 100 pounds, or 60 days' supply at any one time, except those householders cut off from civilization by the close of navigation. Those people may also have the limit of 200 days' ordinary supply of flour and of sugar likewise."

SUBSTITUTE REGULATIONS MODIFIED IN WEST

Rolled Oats and Oatmeal Once More Reported on the Substitute List for Consumers in Prairie Provinces

There has been such an outcry over the limitation of the number of substitutes for wheat flour, and so much difficulty has been experienced in obtaining sufficient supplies of the permitted substitute that it was not possible to meet the demand. The epidemic that has been sweeping over the country has increased the difficulty by curailing the staff at the mills. So troublesome has this condition become that Captain G. D. Hunt, Alberta representative of the Food Board, recently announced that the Board had decided to withdraw the restriction on the use of oat products as substitutes, and that as far as Alberta is concerned oatmeal and rolled oats are for the present substitutes for wheat flour as well as rye flour, corn flour, barley flour and oat flour.

Manitoba Also

A large Manitoba Milling Company also informs CANADIAN GROCER that a wire has been received from the Canada Food Board, saying that rolled oats and oatmeal were to be put on the list of substitutes for wheat flour. It is understood also that similar action is under contemplation with regard to the central and eastern provinces, though no definite action has been taken up to the moment.

A HINT ON RE STORAGE POTATOES

See that your potatoes are dry before you put them away this fall. If you store in a pit look to the trenches, and make sure of good drainage. If you store in the cellar have a false floor to allow air to circulate, and leave a few inches of air space next the wall.

Letters to the Editor

NEW CEREAL REGULATION IMPOSES UNNECESSARY HARDSHIP

Dear Sirs,

"I read your editorial on the limitation of substitutes that may be purchased with flour, in your last issue, with great interest. When this last order came into force I was caught in a rather awkward position as I had almost as much substitutes on hand as I had flour, and no doubt there were a good many other merchants caught the same way. I have always been carrying nearly all the substitutes available, buying them direct from the manufacturer. What do we have to do now, but buy them from our local miller, who in the majority of cases cannot manufacture them, and naturally looks for his profit, or we cannot handle his flour. Then the Canada Food Board wants to tell us what price to sell these substitutes for. I may say here that I have a big stock of rolled oats, corn meal, rice flour and potato flour on hand which I am now prohibited from selling as substitutes. In the ordinary way I will not be able to sell all my rice and potato flour in two years, and consequently it will get too old and stale to sell for human consumption, and I will have to dispose of it as feed. It has, I believe, been argued that rolled oats and some other of the previous substitutes were not used by the consumer for baking purposes, which may be quite true. But if the purchaser made porridge of these it surely conserved the bread. I wrote the Canada Food Board at once, of how I was caught and asked if it was possible for them to give me a permit to purchase some more flour without the substitutes until my stock of substitutes was reduced, and what kind of an answer do you think I got; well, they ac-

knowledge my letter and enclosed a copy of the new regulations, which I did not need, as I had read the whole article in the CANADIAN GROCER or why would I have asked for the permit? I thought a civil question would get a civil answer, but I guess they are too busy. We all want to be patriotic and live up to the law to the letter, but I think some conditions deserve consideration. I may not be able to see this question eye to eye with the Food Board, but I think my fellow merchants will agree with me when I say we have a hard row to hoe just now. For instance, rye flour is one of the best selling substitutes and that article is almost unprocurable just now. I would like to hear an expression from some other merchants on this question, and if they all feel as I do I think probably if the Canada Food Board could be shown that the new regulations are too drastic and, if the question was taken up with in the right spirit by the Retail Merchants' Association, that they might make some modification of this last order."—E. B. Reist, Preston, Ont.

CANADIAN GROCER would be glad if every grocer who reads these letters would at once write us his opinions of these regulations, and give his opinion as to the value of these regulations.

FURTHER DISCUSSION OF FLOUR SUBSTITUTE REGULATIONS

Dear Sirs:—I have read with some amusement the letter of G. H. Lowry, of Stirling, re flour substitutes. In the first place I have found that it has been a great benefit to my business, as we could give the public a greater assortment of substitutes, such as corn starch, rice, beans, rice flour, etc. I forgot to mention that, heretofore, the grain elevator at this point sold the greatest bulk of the flour, now it is reversed, and we merchants have a better chance. Secondly, it has been a pleasure to try and co-operate with the Food Board in the endeavor to get people to mix the different substitutes with the wheat flour, and with this I am glad to say that the people have fallen in with the spirit of the idea most remarkably. I would not at all advise the Food Board making a regulation to grind the substitutes with the flour, as different people have different tastes, one likes corn meal mixed with the flour, another rye flour, while another likes oat flour, and so on, and I think it would be a real hardship for these people to have to use a mixture that the flour mills would put out, also it would create a greater rivalry between flour mills, which I do not think would work out advantageously. Thanking you for your perusal of this ramble.—Roy T. Lowther, Tuxford, Saskatchewan.

HIT THE 100% MARK

The employees of The Coca Cola Co., Winnipeg, hit the 100% mark in the recent Victory Loan campaign. Out of a staff of twenty-seven, \$3,500 was subscribed.

DO YOUR CHRISTMAS SHOPPING EARLY

Winnipeg, Man.,
Oct. 30th, 1918

J. H. Curle,
Secy. Retail Merchants' Ass'n,
City.

Dear Sir:—

In order to restrict as much as possible overcrowding of the public and the dissemination of influenza, I would suggest that you write your members requesting them to induce the public to do their Christmas shopping at as early a date as possible and in the morning hours.

Yours very truly,
A. J. DOUGLAS,
Medical Health Officer.

Winnipeg Council Sustains Early Closing By-law

Opponents Urged That By-law Would Drive Smaller Merchants Out of Business—Other Merchants and Clerks Strongly Supported the Action of the Council

THE market, license and relief committee to the Winnipeg city council, on Thursday of last week heard the arguments for and against early closing, but unanimously decided to make no change in their recommendation to council that the early closing bylaw be put into effect.

The early closing bylaw has been up two years or more. Some time ago the committee favored the bylaw which makes grocers close at 6 p.m., but the objectors declared they had not been given a fair hearing. It was on account of this allegation that a special committee was called to re-open the whole question. No fewer than 14,000 citizens are directly affected by the decision, it is claimed.

W. H. Trueman, attorney for the objectors, said he represented the Retail Stores Association, with 100 to 125 members, and representing 600 small stores all over the city. Hitherto they had sold only "light groceries," fruit, tobacco, temperance drinks, etc., after 6 p.m., and if this privilege were taken away it would put most of them out of business.

James Cooper, after giving testimony to support the argument of the attorney, suggested getting two or three from each side to work with legal men and formulate a workable bylaw.

W. J. Pickard said that, as a small grocer, he felt it would put 300 of the 600 small grocers out of business. The retail clerks were not affected at all as the small grocers had to carry on their own work after 6 p.m.

For The Bylaw

Isaac Campbell, for the bylaw adherents, said it was simply a question of the employees. If the objectors were allowed to keep open it would mean the larger stores staying open to meet the competition. He pointed out that fruiterers and confectioners were exempted, and bread, butter and milk could still be sold at any hour.

J. H. Curle, secretary of the Retail Merchants' Association, first dealt with conditions in other western cities. Vancouver's chief of police said the bylaw was a decided success after a full year's operation. With regard to druggists, they were permitted to sell because of public demand occasioned by sickness. A special bylaw had eliminated the sale, outside the part of necessity, of food-stuffs by the druggists. It was not the large grocers who complained of sales after 6 p.m. but other small grocers, who were quite willing to conform with the law. There were numerous complaints of groceries being sold after 6 p.m.

P. White, of the W. H. Stone Company, a north end grocer, declared that on

actual tests, shopping could be done in shorter hours. He did not think any man should have to work 15 or 16 hours a day to make a living.

C. C. Falconer, another storekeeper in the north end, said 98 per cent. of his 2,600 or 3,000 customers supported closing at 6 p.m.

H. Hardern contended that the objectors did not carry the more staple lines of goods, but sold the "light" groceries only and thus left the staple groceries, in which there was a very small profit, to the larger stores.

Giving the views of the Retail Clerks' union, which body he said was not consulted, T. Verity said he supported the bylaw strongly. He charged that some storekeepers were openly breaking the law. Sixty hours a week was quite enough for clerks.

W. H. Hoop argued that the bylaw

FOOD BOARD AGAIN ENLARGES SUBSTITUTE LIST

Ottawa, Nov. 13.—Rolled oats, oatmeal, buckwheat and cornmeal flour have been added to the list of substitutes that may be used in Canada.

The Canada Food Board understands that some of the trade are asking unreasonable prices for these products. Unless the practice is discontinued steps will be taken to punish the offenders.

This dispatch was received as CANADIAN GROCER was going to press.

would not work any hardship. The Trades and Labor Council, whom he represented, favored the bylaw. There were 12,000 or 14,000 clerks affected, and they would be very much surprised if the bylaw was not put through.

Isaac Campbell, summarizing the argument, said nothing had been submitted to show it would hurt the general public. This was the chief question. It was highly desirable that the large army of clerks should have shorter hours when such a benefit was compared with the advantage to be gained by the objectors.

NEED FOR POULTRY IMPROVEMENT

So continued has the apparent careless manner of marketing poultry been this season that some of the large handlers in Montreal have been asking buyers to exercise more care in purchasing. If the buyer will refuse to buy the poultry when its condition is inferior, the evil, it is thought, might be corrected at an early date.

In speaking with CANADIAN GROCER this week, it was pointed out by one of the large importers of poultry that, until the condition of marketed poultry improved, the seller could not expect buy-

ing prices to improve. Those that were sending forward a desirable grade of stock were already receiving the better price, but those who failed to exercise average care in selection were the losers.

It is stated that receipts have shown that not over 25 per cent. of supplies received have been properly conditioned. The balance of 75 per cent. is either number two stock or culls. In view of this fact, and considering that prices this year are from 8 cents to 10 cents per pound more than those obtaining a year ago, this shipper has decided that all poultry received hereafter will be graded. The shipper will be paid according to the quality of the birds sent forward. It is further emphasized that poor stock is really not desired at any price, and that if it is taken, it will be paid for only at a much reduced price.

MILK PRICES ADVANCE

An increase of one cent per quart in the price of milk has gone into effect in Fredericton and grocers and dairy proprietors have announced an increase of two cents, to fourteen, to go into effect in St. John on November 11. In both cities this action has been caused by the producers advancing their prices. In Fredericton application has been made for the appointment of a fair price board to deal with the matter and in St. John such action has been requested. The retailers get no benefit from the advance.

JAPAN'S TEA EXPORTS

A report published by the Yokohama and Tokio Foreign Board of Trade gives the following statistics of the export of tea from Japan during the past season—from May 1, 1917, to April 30, 1918: From Yokohama and Shimidzu, 37,940,300 pounds; from Kobe, 1,038,491 pounds; and from Yokkaichi, 3,099,265 pounds; making a total of 42,078,056 pounds. The destinations were: To United States, 35,018,140 pounds; and to Canada, 7,059,916 pounds.

VIRGINIA APPLES SUFFER

During the recent hot wave in Virginia and several adjoining states, when the mercury rose to 120 degrees and more in the sun, considerable damage was done in many commercial apple orchards, especially on the eastern, southern and western sides of the trees. There were also several heavy rains, causing intense humidity. Fruit growers are discussing among themselves whether it was the hot weather or the combination of heat and rain that caused the damage.

WINNIPEG LIMITS WORKING HOURS

At \$12 minimum wage for adult experienced women sales clerks in retail stores in Winnipeg and St. Boniface, with a day of rest, Sunday or some other day, in each week, and weekly half-holiday where there is Saturday night work, is the finding of the Manitoba Minimum Wage Board, it was announced recently. This finding affects about 2,500 female employees.

CANADIAN GROCER

MEMBER OF THE ASSOCIATED BUSINESS PAPERS
ESTABLISHED 1886

The Only Weekly Grocer Paper Published in Canada

JOHN BAYNE MACLEAN - - - - President
H. T. HUNTER - - - - Vice-president
H. V. TYRRELL - - - - General Manager

THE MACLEAN PUBLISHING COMPANY, Limited

Publishers of Canadian Grocer, Hardware and Metal, The Financial Post, MacLean's Magazine, Farmers' Magazine, Dry Goods Review, Men's Wear Review, Printer and Publisher, Bookseller and Stationer, Canadian Machinery and Manufacturing News, The Power House, The Sanitary Engineer, Canadian Foundryman, Marine Engineering of Canada.

OFFICES

CANADA—Montreal, Southam Bldg., 123 Bleury Street; Telephone Main 1004. Toronto—143-153 University Ave.; Telephone Main 7324. Winnipeg—1207 Union Trust Bldg.; Telephone 3449.

UNITED STATES—New York—R. R. Huestis, Room 620, 111 Broadway, New York; Telephone 8971 Rector. Chicago—A. H. Byrne, Room 900, Lytton Bldg., 14 E. Jackson St., Telephone Harrison 1147. Boston—C. L. Morton, Room 733, Old South Bldg.; Telephone Main 1024.

GREAT BRITAIN—London—The Maclean Company of Great Britain, Limited, 83 Fleet Street, E.C. E. J. Dodd, Director, Telephone Central 12960. Cable Address, Atabek, London, England.

SUBSCRIPTION—Canada, \$3.00 a year; Great Britain, South Africa and West Indies, 12s. 6d. a year; United States, \$3.50 a year; other countries, \$4.00 a year. Single copies, 10c., invariably in advance.

PUBLISHED EVERY FRIDAY

Circulation of Canadian Grocer has been audited by the Audit Bureau of Circulations. Copy of report will be sent to anyone interested.

Vol. XXXII. TORONTO, NOVEMBER 15, 1918 No. 46

A CASE OF TOO MUCH REGULATION.

A LETTER from E. B. Reist, Preston, Ont., that appears on another page of this issue, calls attention to some of the hardships entailed by the new substitute order. Many merchants like Mr. Reist, bought heavily of substitutes as outlined in the first list presented by the Canada Food Board. They did this to further as far lay in their power the wishes of the Canada Food Board, and this further regulation has entailed hardships that there appears to be little in the new regulation to justify. After all Mr. Reist's contention that it doesn't much matter if people eat rolled oats in porridge or in bread is thoroughly sound. People after all only eat the food that they require. If they eat porridge they eat that much less other food. It is as broad as it is long.

WHAT THE FUTURE HOLDS.

NOW that the war is over and Peace is just around the corner, the merchant is faced with many new problems. Just what these problems may be no one can foretell exactly. In part they are dependent on the way the merchant has conducted his business in the past. Some labor changes are bound to come as a result of changing conditions. The merchant who has taken a long chance on credits may suffer if he is not wise enough to protect himself promptly. It is probable, however, that these changes will not be as sudden or drastic as some imagine. In the matter of prices we cannot surely know what will happen. There is the best of reason, however, for believing that there is little likelihood of any spectacular decline. There is good ground for believing that many lines of food will even ad-

vance in price. In a world as near to the hunger line as we are at present there is little likelihood of food commodities going begging.

CONSERVATION STILL IS NEEDED

IN the hilarious joy that follows the announcement of the cessation of hostilities and the virtual termination of the long strain of world conflict, there is perhaps the danger that people may think that all need for self-denial is passed. Unfortunately this is far from being the case. Indeed it behooves us to conserve our resources to the last limit of our powers. Food in the year to come is to be a matter of tremendous importance. World stocks are lighter than they have been, and the signing of peace at this time of the year cannot add anything to the world's food resources before the hard months of the winter set in. Moreover, with the coming of peace, the central empires once again come on the world markets to buy, to buy for their actual crying needs. The fact that Germany would accept such terms as were offered to her proves how near she has drawn to actual want. It will be many a long month before the world is beyond the hunger line, and until that day comes there must be no slackening in our efforts to produce and save.

THE GUNS ARE SILENT.

ON an August day, more than four years ago, the Emperor of Germany signed the document that started the roar of the guns, a sound that through the long years intervening has never once been silent. The boom of the guns has brought agony to a multitude of men, and desolation and sorrow to homes beyond all number. Now the guns are still. From end to end of the far flung battle line men are moving forward silently, writing in the unwonted stillness the last chapters of the history of the Great War.

The world has changed almost in a night. William Hohenzollern, once an Emperor, is a fugitive from the wrath of his own people, and that people are trembling on the brink of a bloody revolution. They who sowed the wind have reaped the whirlwind, and are now mendicants to the door of an outraged humanity.

In these days of rejoicing there is cause for thankfulness, that in the record of these tragic years, now passed, there is nothing of which to be ashamed. Whether on the battle line or at home, the allied peoples have shown themselves courageous through many and many a dark hour. They have kept their honor free from stain, and their actions beyond reproach, and have given without a murmur the very best they had. We have lived through great days, and have come into a large and costly heritage. Having stood bravely, in the sound of the guns, thank God! that we can hold our heads proudly, now that the guns are still.

Current Events in Photograph



A RECORD CASH REGISTER

The huge cash register, standing 38 feet high and 38 feet wide, was built through the patriotic contributions of citizens of Dayton, Ohio, and placed on one of the prominent corners of that city to register the city's subscription to the Victory Loan. It holds the palm as the largest machine of its kind ever built.

Get Ready for Xmas Window Contest

Six Cash Prizes Are Offered by "Canadian Grocer" For the Best Displays—Start Now to Try Out Your Ideas For the Christmas Window—Is Your Window a Profit Producer or a "Slacker"?

DON'T forget the Christmas window display contest and the six cash prizes offered by CANADIAN GROCER for the best photographs submitted before January 1, 1919. Make your plans with a view to becoming a participant in this contest and carrying off the money. Are your windows profit producers or slackers? That depends entirely upon the opportunity you are giving them. The sales of any line of goods are in direct proportion to the prominence given that line. There is no better way of boosting your sales than by attractive windows. There is no time in the whole year when you can make a better display or interest such crowds of people in window displays as at Christmas time. Every passer by is a potential customer. Thousands of people are looking for just the right thing to give. If you have the goods in your window you can turn these people into actual buyers. But you must get your goods before them.

A Double Profit

Every window you arrange with a view of photographing for entering into

CANADIAN GROCER'S big contest will speed up the sales possibilities of your store and mean money in your pocket in two ways. You will certainly get rich returns from a good window display and the cash prizes offered mean just that much "velvet" for the winners. Remember the windows must be arranged with goods for the Christmas trade. It is not necessary that your windows be works of art. This is not always desirable from a sales standpoint. Windows that are very pretty, often have little "pull" in them from a selling point. What the people want to see is what you have got to sell.

Make Good Display

Christmas goods lend themselves readily to an attractive display and effects to be obtained from a selling standpoint are enhanced by the ingenuity of the window dresser. Now is the time to start planning for your window and to get ready to win one of the prizes offered by CANADIAN GROCER. You can try out a good many ideas between now and Christmas that will not only make money for you but will give you

valuable bases on which to plan your grand display for Christmas. Try changing your windows weekly and you will be surprised at the results you will achieve not only from a window dressing standpoint, but in increasing sales. You do not need high priced window display fixtures. Many of the best window displays are those made without artificial aid of this kind. It is the natural taste of the window dresser in the selection and arrangement of goods that counts rather than an elaborate display which may cause people to stop for a moment but never makes them think of entering the store to buy.

Give Them A Chance

Many grocery firms all over Canada have new members on their sales staffs this year. If you have a young man in the store who shows an interest in arranging the stock or dressing windows, here is a chance to let him show what he can do. Give him a free hand and let him go to it. You may be surprised to find that his ideas will result in an agreeable increase in your sales.

Enquiry Department

WHEN you become a subscriber to CANADIAN GROCER this is part of the Service you buy. We are glad to be of any assistance to our readers and enquiries are solicited. Cut out the coupon at the bottom of page, fill out and mail to us if you want to know where to buy a certain product, agents for any particular line, manufacturers of a special article, etc.

FRAMED PICTURES

Will you kindly send me addresses of some wholesale firms selling framed pictures?—E. Harmer, Ltd., Norton, N.B.

Answer—Phillips Manufacturing Co., 258-326 Carlaw Ave., Toronto; Mathews Bros., Dundas St., Toronto; Pugh Specialty Co., 38 Clifford St., Toronto; Davis Novelty Co., 212 Mappin Bldg., Montreal.

WESTERN HANDLERS OF BRAN AND SHORTS

Kindly give us the names of firms in Fort William or more west, where we could purchase one or more cars of bran and shorts?—The Alberta Grocery, Calgary, Alta.

Answer—Alberta Milling Co., Edmonton, Alta.; Edmonton Milling Co., Strathcona, Alta.; Robin Hood Mills, Calgary, Alta.; Soo Line Milling & Elevator Co., Weyburn, Sask.; Radisson Milling Co., Radisson, Sask.; Maple Creek Light, Power & Milling Co., Maple Creek, Sask.; Lumsden Milling & Grain Co., Lumsden, Sask.; Grenfell Milling & Elevator Co., Grenfell, Sask.; Echo Milling Co., Gladstone, Man.; Morden Milling Co., Morden, Man.; Laing Bros., Winnipeg, Man.

SELLING SUBSTITUTES TO BAKERS

In selling flour to a baker am I obliged to sell him substitutes? He says he buys his substitutes from other sources. Would I be safe in selling him flour only? Or must I insist on the purchase of substitutes as well?—J. A. Daoust, Monte Bello, Que.

Answer—According to the actual reading of order No. 67 dealing with the matter, there is no clause definitely dealing with this question. It would seem therefore that it would be essential to require the sale of substitute. On the other hand clause 3, latter half, provides that "a miller may deliver wheat flour without substitutes to wholesale dealers who have received permission from this Board (The Canada Food Board) to purchase wheat flour without substitutes, and to manufacturers of bread, biscuits and alimentary pastes for use in their factory only." It is evident that the baker in question can obtain a license to purchase only flour from you. It would appear that the only safe course would be to require some authority of this kind, or else to insist on the purchase of substitutes with flour.

MANUFACTURERS OF BODIES FOR AUTO DELIVERY

Please supply me with the names of the makers of automobile bodies for delivery cars?—, Ont.

Answer—The following is as complete a list as we have been able to secure: American Auto Trimming Co., Walkerville, Ont.; Canada Carriage Co., Brockville, Ont.; Collegg's Carriage Works, Toronto, Ont.; Conboy Carriage Co., Toronto; Fisher Body Co., of Canada, Ltd., Walkerville, Ont.; Fitzsimmons Body Works, Lindsay, Ont.; The Wm. Gray Sons & Campbell, Chatham, Ont.; Griffin, Sadler & Co., Toronto, Ont.; Grimm Bros., Victoria, B.C.; Kelsey Wheel, Windsor, Ont.; Lariviere Co., Ltd., Roxton Falls, Que.; D. G. Latta, Edmonton, Alta.; Mount Forest Carriage Co., Mount Forest; Root Auto Top Co., Vancouver, B.C.; Lawrie Waggon & Carriage Co., Winnipeg, Man.; Ledoux Carriage Co., Montreal, Que.; Ross Garage, Carriage & Wagon Works, Hamilton, Ont.; A. Widdicombe, St. Catharines, Ont.; Hards, Simpson & Co., Toronto.

SELLERS OF FOOD FORMULAS

Can you furnish me with the addresses of any manufacturing chemists in Canada or the States who sell formulas for the manufacture of foodstuffs, etc.? Please reply to "Specialty," Edmonton.

Answer—We know of no such firm in Canada. Try The Watson Service, 511-519 Superior Bldg., Cleveland, Ohio.

MONTREAL WASTE PAPER DEALERS

Would you be good enough to advise us the best market for waste paper; what Montreal firm would you advise?—S. J. Osgood & Son, Cookshire, Que.

Answer—The following is a list of waste paper dealers in Montreal, from our files: J. H. Walker & Co., Canada Waste Paper Co.; Factory Waste & Metal Co.; Toronto Mill Stock & Metal Co.; H. Gray & Co.; N. Grief & Co., all of Montreal; The Quebec Rag & Metal Co., Quebec City; E. Pullan and Frankel Bros., Toronto.

ONTARIO AND WESTERN APPLE DEALERS

You have given me the addresses of apple dealers in the East, would you be good enough to give me the addresses of some dealers in the West or Ontario?—Emile Julien, Shawinigan Bay, Que.

Answer—Ontario dealers: White & Co., McWilliam & Everist, McBride Bros., W. J. McCort, all of Toronto; Hugh Walker & Son, Guelph; Lemon Bros., Owen Sound; Duncans Ltd., North Bay. Western—Stirling & Pitcairn, Kelowna, B.C.; Okanagan Valley Growers' Association, Vernon, B.C.

MARKET FOR EMPTY SUGAR SACKS

Where can I dispose of empty sugar

sacks?—J. A. Burwash, Jarvis, Ont.

Answer—E. Pullan, 10 Maud St., Toronto, is in the market for these.

SUGAR FOR ISOLATED DISTRICTS

Is it true that according to a new order a grocer can sell 200 days' supply of flour to anybody living two miles or over from town?—Ben Brachman, Edenwold, Sask.

Answer—No. The original order obtains in such a case. Order No. 69, section 1, states: "Notwithstanding anything contained in any other order of the Canada Food Board, manufacturers and dealers licensed by the Canada Food Board, and consumers who may be shut off from the source of their supplies by the closing of navigation or other transportation or who live in distant isolated parts of Canada may have sufficient flour and sugar for their ordinary requirements for 200 days." Order No. 70, dated Oct. 23, interprets this clause as follows: "A bonafide farmer who has grown wheat himself may have 200 pounds of wheat flour in his possession, or enough for ordinary household requirements for 200 days, and so may any consumer who lives at a greater distance than five miles from his regular licensed miller or dealer. All others are now limited to 100 pounds, or 60 days' supply at any one time, except those householders cut off from civilization by the close of navigation. These people may also have the limit of 200 days' ordinary supply of flour and of sugar likewise.

WHERE TO GET CREAMERY BUTTER

Where can we buy creamery butter?—Shaw Ellis, Pocologan, N.B.

Any of the following firms in your neighborhood could probably supply you: Wilford C. Day, 579 Main St.; T. Collins & Co., 16 North Market St.; Slocum & Ferris, City Market; A. F. Kierstead, 265 Chesley St.; O. S. Dykeman, 36 Simonds St.; A. L. Goodwin, 36 German St.; all of St. John, N.B.

CO-OPERATIVE SOCIETIES

Some time ago I noticed in your enquiry department the address of the firm from whom it was possible to obtain information and literature with regard to forming and operating a co-operative store, unfortunately this has been mislaid. Would be glad if you would repeat it.—Arthur W. Holmes, Ruthloa, Sask.

Answer—The Co-operator, Guelph, Ont.

CANADIAN GROCER,

143-153 University Avenue,
Toronto.

For Subscribers

INFORMATION WANTED

Date.....191...

Please give me information on the following:

Name

Address

THE CLERKS' DEPARTMENT

While Others Laughed—Root Won Out

The Story of a Man Who Was Once Looked Upon as a Joke Because He Had "New-Fangled" Notions—Now He Has a Million-Dollar Business

By ALBERT SIDNEY GREGG, in the "American Magazine"

Don't laugh at the fellow with new-fangled notions. He may be a genius in disguise. Rather sit at his feet and learn. For when a man begins to experiment it is a sure sign that ideas are working in his system. And ideas make fortunes.

I have just interviewed a man who began by making all sorts of experiments in his youth, and who later developed a million-dollar business right in the village where he had long been looked upon as a "joke."

This man is known in fifteen languages as "Root, the Bee-Man," for he has built up the largest concern of its kind in the world. His plant and bee yards at Medina, Ohio, cover seven acres. He has experiment stations in other States. And he has a representative in practically every important city throughout the world.

His foreign correspondence is so extensive that a special translating department is maintained, where every correspondent is answered in his own language. One of his books on bee culture has been translated into French and Spanish.

People who see what Root has done exclaim: "What a lucky fellow! Why, he has a regular gold mine!"

But in his youthful days, nobody thought Root was lucky; and his family and friends were sure they were not! His experiments in chemistry and electricity rendered him as great a nuisance as was Edison when he was making his early discoveries. Long before electric motors came into general use Root built a small motor out of crude materials and actually made it go. Then, one day, he had a brand new idea, and he invited the family to see him demonstrate it. He explained that he was going to explode gas with an electric spark. Nobody had sense enough to interfere, so he put the gas into a bottle, ran the electric wire in through the cork, and the family gathered about to see what would happen. They saw! The spark exploded the gas all right. With a bang the bottle flew into fragments, and a girl in the group was hurt in the arm by some of the pieces. That ended the family gatherings to see young Root try out his ideas. The young man and his contraptions were banished to outer darkness, but he went on joyfully experimenting, just the same. He did not grasp it at the time, but he had actually stumbled upon the basic principle of the modern gas engine by which automobiles and airships are now propelled.

As a lad he prepared lectures on various subjects along the line of his experiments, and fired them off wherever he could corral an unsuspecting audience. When he was only sixteen, he actually hired a hall at his own expense, advertised a lecture, and delivered it, too.

Eventually he became a watchmaker and jeweler, and at twenty-five was in business for himself. He jogged along for a while, repairing watches and sell-

ing jewelry in good old orthodox fashion, until he discovered one day that there was a pretty strong demand for rings and chains made of German silver.

"Why not use the real article?" he said to himself; and forthwith he began melting silver dollars and making the metal up into rings and chains. In this way he developed an extensive business as a manufacturing jeweler. It was his custom to buy up silver dollars and pour them into the melting pot a peck at a time. Finally, somebody became alarmed at the extent of his business and the number of good silver dollars Root was melting up, and made complaint to the Government. So, in due course of time, Root was officially "investigated." The authorities, however, ruled that as long as he paid for the silver dollars he had a right to do as he pleased with them, so he continued to melt them.

About this time Root saw some mention in a paper of a strange vehicle called a "velocipede," and thought he would get one. After considerable inquiry he learned that he would have to send to France for it, but that only whetted his curiosity and he sent his order. The people of his village had harbored suspicions of Amos Root's sanity before; but when that velocipede arrived they were dead sure he had gone clean crazy. It had two low wheels, but no motive power, and the rider was obliged to kick it along with his feet. In the midst of the jeers of his friends, Root only laughed good-naturedly and hired a hall for the purpose of making further experiments. Locking the door against his hilarious fellow citizens, he practised all day, secretly and strenuously, until he had learned how to ride the strange importation. Then, in the evening, he ventured forth and gave a triumphant demonstration of his skill. And that was the only reply Root ever gave to the jeers of his friends and neighbors.

One day, while engaged in melting silver dollars, Root's attention was attracted by a strange humming sound.

"What's that?" he exclaimed.

"A swarm of bees," replied one of his associates. "Look there!"

He pointed to the swarm as it slowly passed along, quite near the tops of the houses. At that time about all that Root understood about bees was that they had stingers! But as he watched them that day he began to ask questions.

"What will you give me to catch those bees?" asked his helper.

"Can you catch them up there in the air?"

"Sure, I can!"

"Well, if you catch those bees I'll give you a dollar."

Root made the offer as a challenge, without any thought that the swarm could be caught; but the other man knew something about the habits of bees, and had noted that they were heading for a tree, where they would soon alight. Catching up a small box,

he hurried to the tree, and after scooping them into the box, he came back in triumph. Without a word, Root took the box of bees and handed the man a silver dollar. And it was that very coin which became the nucleus of Root's present million-dollar bee business.

"Tell me how you caught them?" he said, as he studied the bees through a crack in the box.

"Oh, that's a ten-dollar secret!" was the enigmatical reply.

Again Root asked all kinds of questions, but he could not get any more information from the man, and that very thing stirred his curiosity all the more, until he determined to find out for himself. First, he ransacked his house for reading matter on bees, but found very little. Then he asked his neighbors. They laughed and told him what little they knew. But that wasn't much, so he framed an excuse to go to Cleveland—no trifling matter then, for it was a day's journey with a horse and buggy. When he reached Cleveland he hunted high and low for a book on bees, and finally bought one. All that night he sat up, poring over his treasure, and the next day he was so "full of bees" that he could hear them buzzing everywhere. Back he went to Medina and began to put his new knowledge into practice. Farmers living near the village advised him against bothering with bees.

"There ain't no money in bees!" he was told. But he went on experimenting, utterly regardless of what his neighbors said.

Then he gave the people another jolt by investing twenty dollars in an Italian queen bee, which he had imported for his especial benefit. Twenty dollars for one bee! It was an unheard-of thing. But that was A. I. Root's way. The unheard-of thing, the new thing, the thing that was full of unlimited possibilities, was always the thing that captured his imagination.

The fancy queen came in due season, and Root had everything ready for a truly royal reception. But just as he was putting her into the hive, something slipped and the Italian beauty flew away.

"There goes twenty dollars!" he exclaimed. "Now the people will call me a fool sure enough!"

But by this time Root had found out that a bee will always come back to its starting point. So he waited near the hive, and in about ten minutes his expensive and elusive queen returned, this time to enter the hive without any trouble.

"My, what a narrow escape!" exclaimed Root thankfully. "If that queen hadn't come back, I never would have heard the last of it."

From that time on, Root gave himself utterly to the bees. He left the making of silver rings to others, while he put in his time developing all kinds of bee and honey contrivances. Among other things he rigged up a home-made honey extractor which enabled him to separate the syrup from the comb. This was done by perforating a tin bucket with small holes, and attaching it to a revolving table. Honey in the comb was placed inside, and the bucket was then made to revolve rapidly. Centrifugal force caused the honey to come through the holes and run down into a cup. The familiar honey extractors now in general use are constructed on the same principle which

Amos Root introduced with his tin bucket.

From the twenty-dollar queen Root obtained in one summer a colony which yielded him a barrel of pure honey. When he told what he had been able to do, his critics demanded proof. One man in particular was so loud in his denunciation of these claims that when the chance came Root unceremoniously colared him and demanded: "Did you say it was impossible for anyone to get a barrel of honey from one colony of bees in one summer?"

"I did," replied the man, "and I say it again, too. It simply can't be done."

"You come along with me and let me show you something," said Root. And then, as the man hesitated, he exclaimed, "Come along! You have as good as called me a liar. Now I want to show you that somebody else is the liar—and that you know who he is."

Root led the man to where the colony was kept. It was a bright day, and the bees were working with all their might. Root had put the hive on scales so that he could actually see the progress the bees were working with all their might, he said: "Now you watch that scale!"

The critic watched. He could see the hand on the scale slowly move, and in a few minutes it registered three ounces of honey, which the bees had deposited within the hive.

By this time the critic was ready to apologize. He not only admitted his mistake, but went out and told his neighbors that Root was right. Later when Root told that he had obtained fourteen pounds of honey in one day, the people accepted his word, although the results he was getting were far ahead of anything they had ever seen. His success attracted a great deal of attention. He made and sold hives and extractors, and he began writing for the "American Bee Journal," under the nom de plume of "Novice." His articles in the "Journal" brought so many inquiries that he got out a circular to answer queries. He then launched *Gleanings in Bee Culture*, first as a quarterly and later as a monthly. At the present time, this publication goes all over the world.

When *Gleanings* was started Root did not have capital to even buy an engine to run his printing press, so he hitched his press to a windmill. Now a windmill will furnish power only when the wind is strong enough, and many a time Root was obliged to work all hours of the night in order to accommodate his work to the wind. But he worried along in his way until he was able to buy a steam engine.

Besides developing the honey extractor Root has also brought to perfection the Weed process for making wax for comb foundation. He also made a machine by which this wax strip could be indented, or milled, in exact imitation of a bee comb.

There are only two machines in existence for making the mills for doing work of this kind, and both are owned by the A. I. Root Company. The mills made by these machines have been shipped all over the world.

As the business expanded, Root assigned his sons to various departments, and likewise put the business harness on his son-in-law. A number of the employees have been with the company for thirty and forty years.

Members of the family live in a colony, commonly called "Rootville," which has grown up on the edge of Medina near the factory. Root exhibited his ingenuity in a very practical way when he provided that steam pipes should be run to all the houses in this colony, so that they could be heated by exhaust steam from the factory engines. Likewise the factory furnaces are kept going by shavings and sawdust fed automatically from various parts of the factory building.

This extraordinary man has the rare power of attracting and inspiring strong men, either through his writings or by personal touch. His "ABC" book arrested the attention of a young man in Paris who was employed in a bee supply house. A friend who could read English rendered a few extracts in French.

The young Frenchman saw that such a book in his language would be of great value, so he wrote to Root and got permission to make the translation. Then he learned the English language for that purpose. Experts say that the translation would have been a remarkable thing even for an accomplished linguist; but for a man to learn a language in such a short time, and to work out the correct renderings of the technical terms was truly wonderful. Surely there must be something that causes the spark of genius in one man to fire the genius in another.

Visitors who cannot speak English are quite common. One day a Russian priest came from Cleveland, in company with a hairy compatriot who had been sent to America by the Russian Government to learn all he could about the Root method of handling bees. He did not know a word of English. But he was given a job in the factory, and allowed to go where he pleased in quest of knowledge. Within eighteen months the Russian had learned so much of the English language that he was able to go on the program of a beekeepers' convention in St. Louis and give in English an address on the bee business in Russia! It can be explained only by the tremendous enthusiasm with which Root inspires men.

"What advice have you to give a young man who wants to make a success of his life," I asked Root, after he had told me about his own success.

"Let him learn all about his business just as I did about bees," he replied promptly. "Why, I went so far as to get a book in a foreign language, and then hired a girl who knew the language to read and translate it for me as she went along. The big thing is to be thorough. Know everything there is to be known about the business you are in. Knowledge raises the quality. And quality insures success. Don't be afraid to try new things. You will make mistakes, and you will lose money sometimes; but you will make discoveries that will more than offset your losses. Avoid a rut as you would the pestilence. Folks will laugh and call you a joke, just as they have done in my case. But let them laugh. Follow your best light, and don't be turned aside by ridicule. In finances, steer clear of signing notes and of speculation. Don't go into debt, don't speculate. And trust the Lord."

He said "Trust the Lord" in a perfectly natural way. Root's religion is as much a part of him as his nose. It is perfectly natural and thoroughly practical. He is very sincere about it. You can see over the door of his factory entrance this declaration: "In God We Trust." I did not ask him about it, but I imagine he took the motto from the silver dollars which started him in business. He tells a little story about the erection of his brick factory building which may jar the so-called practical business man a little, but it is worth telling, just the same.

"My credit was badly strained about that time," he said, "because the people did not understand my ways. They said I was queer; and I guess they were right, according to their way of thinking. Anyway, the contractor who was erecting the main factory became uneasy and wanted his money. I could not see where I was going to get it, so I took it to the Lord. After I had prayed awhile I got an assurance in my heart that the money would come all right. I told my father how I felt, but he didn't seem very enthusiastic.

"A few days later a stranger called and asked me to show him how to transfer bees from one hive to another. He was very friendly and during his visit he abruptly asked if I was in trouble of any kind, if money matters were all right with me. So I told him of my anxiety about the money for the brick contractor, and, to my surprise, he said he had some money I could have if I would take it. A few days after he left, a draft came from Quebec for five hundred dollars, and with that I paid the contractor. The incident steadied my credit and ended my troubles of that kind. The man was an utter stranger. He did not even want to take my note, except as a memorandum. Of course, the Lord sent him."

Root's confidence in Special Providence is positively uncanny. He does not attempt to force his religious views upon anybody, but all through his conversation there are constant references to God, just as if he were referring to a man who had helped in times of need.

At the time he launched "*Gleanings in Bee Culture*" he was a follower of Bob Ingersoll. But after his about-face he declared that he intended to be a Christian and to take his religion into his business. The first move he made was to start a department of "Home Talks" in *Gleanings*, in which he discussed religion in a matter-of-fact way, just as he talks it in personal conversation to-day. It was an unheard-of thing to have a religious department in an industrial journal. A few subscribers quit because of it, but for every one that quit two or three new ones came in. And now these "Home Talks" are such a strong feature of the magazine that Root has prepared matter ahead to keep the department going for five years after he has reached the time when he cannot write any more.

Once he announced in *Gleanings* that he would send his magazine free to missionaries, if readers would mail him their names and addresses. The result was a flood of names. Apparently every reader knew several workers in foreign lands, and wanted to have them benefit by the offer. Root's secretary was dismayed.

"Why, Mr. Root!" she exclaimed, "it will cost twenty-four cents for postage on a lot of them, and some will take even forty-eight cents. I don't see where we are going to get the money for the stamps!"

"Don't you? The Great Father above will furnish the stamps to send *Gleanings* to missionaries," was the reply.

It cost quite a bit to mail the magazines to the missionaries, but he did not flinch, and when the time came he always had the cash for the postage. Most of them went to missionaries in warm sections especially adapted to bee culture, which was something they could carry right along with their other work. The consequence was that in due course of time Root began to get orders from all over the world. It was something he had not figured on at first; but he was quick to take the hint and follow up the lead. Before long, carloads of his equipment were sent to South Africa, the northern part of South America, and points in the Orient. What he had done purely as benevolence turned out to be the very best kind of advertising.

On another occasion he ordered a supply of small tin pans and tin pails from an eastern concern for use in handling honey. He indicated dozen lots, but the order was filled in gross lots. After some correspondence, the firm agreed to have the excess goods shipped back at their expense; but Root had been thinking the matter over, and he proposed that he take the pans and pails to an approaching country fair and try to sell them off. Naturally the firm consented and Root actually made a clean sweep of

Continued on page 41

CURRENT NEWS OF THE WEEK

Canadian Grocer Will Appreciate Items of News from Readers for This Page

Quebec

P. Lemelin, grocer, Montreal, is dead.
C. H. Fournier, Montreal, has sold his stock.

J. A. Dore, grocer and liquor dealer, Montreal, is dead.

J. A. Beaudoin, Charny, is advertising assets for sale.

Emerie Lapointe, general merchant, La Tortue, is dead.

Norbert Labrecque, general merchant, St. Liboire, is dead.

P. G. Bellemare, grocery and hardware, Yamachiche, is dead.

Osiias Christin, Montreal, has registered a grocery business under that name.

Wilfrid Geneau, one of the partners of Geneau & Laporte, grocers, Montreal, is dead.

Mrs. J. E. L. Leclaire has registered a grocery business under the name J. E. L. Leclaire.

E. Lapointe, 1839 St. James street, has purchased the business of F. X. Rouleau.

Lapointe and Payment, grocers, Montreal, have dissolved, J. Lapointe continuing.

Eximier Lussier, grocer, has moved his stock to 3091 St. Dominique street from Roper street.

R. B. Ross, of the Mount Royal Milling Co., Montreal, visited outside territory this week.

Stanislas Christin, Montreal, has registered a wholesale grocery business under the name S. Christin.

J. E. Lemoine has sold his grocery business to Art Plamondon, 494 Park La Fontaine, Montreal.

G. M. Petitcher, Quebec City, wholesale and retail tobacco, has suffered slight fire loss that is covered by insurance.

L. O. Grothe, cigar manufacturers, Montreal, have had their box factory damaged by fire. The loss is covered by insurance.

Considerable damage was done recently by fire of unknown origin at the Montreal Abattoir's plant, when a large shed, containing bones and skins, was destroyed.

Montreal retail stores, which have had to observe late opening and early closing hours for several weeks, have had the ban lifted by the health authorities and may now open as desired.

Ontario

C. E. Clemens, Blenheim, has sold out.

Haffey & Co., grocers, Toronto, have dissolved partnership.

John E. Cook, Winchester, has been succeeded by T. O. Keys.

Jas. Cadaret, grocer, Toronto, is dead.

J. & G. Basnet, Toronto, have dissolved partnership.

Mrs. Margaret Quick, grocer, Collingwood, is dead.

Jas A. Ballard, Toronto, has sold out to James Matier.

G. A. Stringer, Petrolia, has been succeeded by John Canton.

James N. Notter, of Notter Bros., general store merchants, Caledon, is dead.

W. M. Smith, of W. Smith & Co., Hamilton, grocery and meats, is dead.

J. D. McEwen, general store, Moncrieff, has sold out to Curtis Rothwell.

The estate of J. A. McIntosh, Winchester Springs, has sold out to C. A. Loucks.

L. Lewis, general store, Villa Nova, has been succeeded by D. and M. W. Woodley.

T. D. MacIntyre, Markdale, has moved into new quarters formerly occupied by J. E. Richards.

Faulds & Dawes, butchers, London, have dissolved partnership, Bruce K. Faulds continuing.

Wm. G. Bradley, butcher, Mount Dennis, has discontinued business owing to ill health. There is no successor.

The late Mr. Thompson was the second mayor Blenheim had after incorporation, and served in the council for a number of years.

E. M. Hobson, groceries and meats, Cochrane, has sold to the Trackmen's Co-operative Stores, Grant. Possession on 20th inst.

For many years he conducted a very large general store. He retired in 1894 and left the business in charge of his son, E. G. Thompson.

Harold Hill, of E. T. Hill & Co., of Markdale, died recently of pneumonia, followed by an illness of Spanish influenza, at the age of 38 years.

George Thompson, one of Blenheim's oldest and most highly respected citizens, passed away on November 4 at his home after an illness covering a couple of weeks.

The grocery and provision business that has been conducted under the name of G. W. McCullough, Brampton, Ont., has been changed to a partnership under the name McCullough & Marshall. Both the partners have for a long time been engaged in the grocery business.

Chas. Brignall, who represented the wholesale grocery firm of Lemon Bros., Owen Sound, passed away on Tuesday of last week following an illness of two weeks from influenza, developing into pneumonia. He is survived by his widow and a young family.

Western

H. Delman, grocer, Winnipeg, has sold to Tilly Hector.

Jennings & Co., general store, Ruddell, Sask., has sold out.

Mrs. Saad Kennedy, grocer, Winnipeg, has sold to F. A. Blobier.

C. J. Emm, general store, Lewvan, Sask., has discontinued business.

F. M. Brock, of Brock, Kelly & Love, wholesale fruits, Moose Jaw, is dead.

H. Bentley, grocery and meats, Winnipeg, has sold to Bookhalter and Former.

J. J. Bueckert, general store, Horn-dean, Man., has been succeeded by Bueckert Bros.

H. Field, general store, Leask Sask., has been succeeded by Percevault & Mansell.

Adelman & Wilmot, general store-keepers, Blaine Lake, Sask., have dissolved partnership.

Manitoba Minimum Wage Board have been considering the conditions and wages of female help. It is likely that regulations will soon be publicly announced.

The executive officers of the Manitoba Board met in conference with W. F. O'Connor, K.C., and H. P. Grundy, on Oct. 24, to consider the various clauses of the proposed Bankruptcy Act. A number of changes were agreed upon.

After 11 years they dissolved partnership. Mr. Murphy going into business for himself. Five years later he sold out and moved to Carberry, Manitoba, where he started a general store business which he was conducting at the time of his death.

L. B. Kirkpatrick, who is running a large meat establishment in Des Moines, Iowa, visited Retail Merchants' office in Winnipeg recently. In speaking of delivery he said that they had adopted a plan of charging ten cents for each delivery, in order to give the customers who carried parcels the advantage that they deserved.

W. G. Murphy, who for a number of years has conducted a general store business at Carberry, Man., died recently. The late Mr. Murphy was born in Logan Township, 61 years ago, and was a son of the late Gabriel Murphy. He started his business career when quite a young man as a clerk with Babb and Ford in Mitchell, Ont., and after working several years with this firm he and T. S. Ford formed a partnership and went into business together, as the firm of Ford and Murphy.

The officers and a special committee of Manitoba Board of Retail Merchants' Association have been studying the taxation question with a view to presenting their views before the Manitoba Tax

Commission, recently appointed by the government.

The Advising Committee on commercial education of the University of Manitoba have recommended to the Board of Governors that a director of commercial education be appointed to supervise courses in commerce at the University and to undertake extensive work throughout the province, including the formation of classes in business in the larger towns of the province.

CUSTOMS DUES ON POTATOES WITHDRAWN

No Restriction on Export or Import of Potatoes to or From the United States.

Will Have Some Effect on Potato Situation

An order-in-council dated November 7. Canada takes advantage of the reciprocal provision of the United States tariff and enacts that "potatoes, and potatoes dried, desiccated, or otherwise prepared, shall be transferred to the free list and may be imported free of any customs duty or war tax."

This order automatically removes all restriction both from goods for export to the United States and imported therefrom. This enactment will particularly affect the New Brunswick producer, whose natural market is Boston and other towns of Massachusetts and the other New England states. It will also have an effect on the Western crop, which will probably find a fair market across the line.

FOOD PRICES WILL NOT DECLINE, SAYS HOOVER

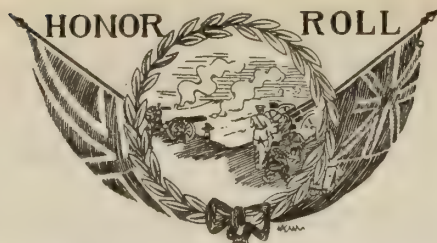
U.S. Food Administration Sees No Likelihood of Any Decline of Food Prices in the Immediate Future

Immediate dropping of food prices as a result of the conclusion of an armistice cannot be expected, Food Administrator Hoover declared to-night in a statement, which added that while the prices of some foodstuffs will decrease, others will increase.

"With the war effectually over," said Mr. Hoover, "we enter a new economic era, and its immediate effect on prices is difficult to anticipate. The price of some food commodities may increase, but others will decrease, because with liberated shipping accumulated stocks in the southern hemisphere and the Far East will be available. The demands upon the United States will change in character, but not in volume."

MEAFORD EVAPORATOR DESTROYED BY FIRE

The Reid Bros., evaporator, Meaford, Ont., was destroyed by fire recently, the building and contents including 150 cases of evaporated apples and about 4,000 bushels of green apples was almost completely destroyed. The fire broke out in one of the kilns and spread with such rapidity that practically nothing was saved.



Frank J. Ellis, who was in the employ of W. W. Roberts, grocer, Bowmanville, is reported killed in action. His father, Arch. Ellis, St. Marys, received official notice that his elder son, Gordon, had been wounded September 29, and three weeks later that Frank was among the fallen on October 7. He was 27 years of age and went overseas with the 95th Infantry Batt. of Toronto.



JAMES CALDWELL.

who is representing Canadian Grocer on the Western Ontario field. Mr. Caldwell has had 20 years' experience in retail business, having been with Acker, Merrill & Condit, New York City, and for the past couple of years manager of the J. C. Turnbull Co., Peterborough, Ont.

U. S. WILL NOT CHANGE DECISION THAT SACCHARIN IS AN ADULTERANT

The use of saccharin in foods is regarded as an adulteration under the food and drugs act, according to a statement issued by the United States Department of Agriculture.

The department had been asked by various interests to reverse, or, at least to reconsider the position which it took in 1911 upon the use of saccharin in food brought under the jurisdiction of the Federal food and drugs act. This position in effect is that investigation has shown that the continued use of saccharin for a long time, in quantities over three-tenths of a gram a day is likely to impair digestion, and that the addition of saccharin for cane sugar and other forms of sugar reduces the food value of the product, and hence lowers its quality. Therefore, the Secretary of Agriculture declared that he would regard as adulterated under the food and drugs act any foods containing saccharin, which might be brought under the jurisdiction of that law.

The department declares it is aware

of no investigations which contribute any more recent evidence pointing to the harmlessness of saccharin. It has therefore declined to reverse its decision and it has regarded it as unfitting at this time to reopen the question, for the reason that a case is now pending in the courts in which the issues are presented clearly. The department will endeavor to press the trial of this case.

BOOKS REVIEWED

"Dawson Black, Retail Merchant," by Harold Whitehead, published by Page & Co., of Boston, is a new retailer's book containing a great deal of practical information. It is written about a young man's first year in business as a store owner. While the author selects a hardware store as the scene of operations of Dawson Black, the ideas and suggestions in this book are just as practical and of just as much value to merchants in any other line of business. The author brings out in pungent style the difficulties and pitfalls which beset the life of a young merchant inexperienced in business; how eventually these difficulties were overcome though sometimes with severe losses to pay for the experience.

Running through the book are also the methods used by Dawson Black to offset the competition of a competitor whose methods were none too scrupulous. This is a condition of retailing which is met with by every young merchant. There is undoubtedly some splendid practical material in this phase of the book alone.

The relations between employer and employee so that co-operation will be its strongest stands out probably above every other question taken up. The domestic career of the hero intermingled with his experiences in his first year in business lend the human interest touch to the book which makes it all the more fascinating.

The author, Harold Whitehead, is assistant professor of business methods, College of Business Administration, Boston University, who also wrote "The Business Career of Peter Flint," "Principles of Salesmanship," etc.

OVER EIGHT MILLION POUNDS OF TOBACCO PRODUCED IN ONTARIO

The Ontario tobacco crop will reach very substantial figures. The prices, too, have been high, 32c being paid for the best grade stock. There was a brisk buying when the market was opened in Kent and Essex Counties.

The price being paid for good leaf is 32 cents, barn run, and the average yield is around 1,300 pounds per acre, or a net return of over \$400.00 per acre. The burley crop will run in the neighborhood of seven million pounds and many growers are realizing \$500 per acre.

The Virginia crop will aggregate 1,000,000 to 1,500,000 pounds and this, together with the cigar types will run the total proceeds of the crop near to the three-million-dollar mark.

WEEKLY GROCERY MARKET REPORTS

Statements From Buying Centres

THE MARKETS AT A GLANCE

COFFEE is one of the first items which seems to have responded to the signing of the armistice. Whether it is an indication of how other markets may be affected is uncertain. Santos coffee has advanced by leaps and bounds in New York since Thursday last, and by Tuesday of this week had recorded an increase equivalent to 5c per pound over former quotations, attaining the highest point since 1878. The market is of course uncertain, but the feeling prevails that high prices will rule.

Locally a general revision in prices is noticeable, but this not a direct reflection of above conditions. However, that figures here will go up is certain unless a marked decline follows this sensational advance. A direct shipment of coffee and cocoa from South America to Canada has been made, containing 20,000 bags of the former and 30,000 bags of the latter. This, it is estimated, will no more than replenish depleted stocks and outlook beyond January-February, 1919, contains no little element of uncertainty.

A definite ruling on dates has been given by the United States Food Administration, which states that these are included in the list of other dried fruits on which there is an absolute embargo on their shipment to Canada.

The signing of the armistice does not mean that food stuffs generally will be any more plentiful. In fact, the heavy requirements of starving Europe may well mean a tax on all available supplies, and that shipping will be largely diverted to the carrying of food stuffs seems more than likely. The trade as a whole discount the idea of sharp or immediate declines.

MONTREAL—Several price changes, recording advances have been made and are referred to in the market heading. The great effect of the armistice negotiations has been that of inspiring confidence in the future, rather than of creating any uneasiness whatever. Jobbers and brokers are generally of the opinion that there is every reason to anticipate a firm price basis for most lines, the shortage everywhere making for such a condition.

The advances of the week are not numerous but indicate clearly that we are not by any means out of the woods with regard to supplies. It is still hard to procure all that is required,

and under active demand nuts are steadily firming. Raisins are high and will be higher.

While a decline in the price of winter wheat flour was made, war standard is steady and unchanged. Cereals are active and corn flour, among the substitutes, is easier.

As pointed out in CANADIAN GROCER last week, coffee is firm, and an advance was made during the week.

TORONTO—Reports indicate a marked scarcity of quality teas on the spot. On the commonest grades supplies are still plentiful. Sharp advances are looked for, with the probability of trading with Europe imminent. Movement of teas from America are anticipated owing to shorter routing, and it seems well within the realm of possibility that Java teas will go to Holland to the exclusion of other markets for some little time to come.

The market on peppers is higher and firmer at United States points, and cables reflect a much higher basis in the Orient. Domestic needs are reported heavy, and the feeling seems to be that high prices will continue for the immediate future at least. Cloves are steady and scarce on the spot. Locally the situation has remained unchanged, prices being firm and supplies so far ample to meet demands.

Lower prices have been named on hominy, grits and pearl, the former declining 50c and the latter 25c per 98-lb. bag. Barley flour is down and oat flour has also gone to lower levels. The cereal market generally is fairly steady, with demand considered satisfactory.

Advances during the week have been made in stove polish, printed parchment and klim. A new-style package for matches, to retail at 10c, is being put on the market.

Prices on coffee have been revised, and the tendency has been upward. Even higher prices seem possible, on some lines at least, if gains recorded at primary points hold. Supplies have been supplemented by arrival of a direct shipment from South America and scarcity developing overcome, at least temporarily.

Ontario potatoes are turning out better than expected, as far as quantity is concerned, but quality is said to be poor for storing. It is intimated that enquiries are being received re situation, and there seems some chance of export business.

QUEBEC MARKETS

MONTREAL, Nov. 13.—Changes for the week comprise advances for lye and soap powder, rennet, powdered milk, various vegetables, fruits and nuts. An advance of 25c per 100 pounds was made for refined sugar in one quarter. Coffee is higher.

Lye, Cleanser, Milk, Rennet, Up

Montreal.

VARIOUS LINES.—Advances were made this week for Babbitt's soap powder, cases now selling at \$5.65. Babbitt's lye also is up, the price being \$5.95 per case. Wine of rennet, in 4-oz. size, is advanced from \$2.35 to \$2.75 per case, and Klim powdered milk has been revised as follows: 16-oz. size now sells at \$8.40 per case; 4-oz. at \$5.85, and 10 lb. tins at \$18.75.

Lowest Sugar Base \$9; Refining Limited

Montreal.

SUGAR.—The week's feature is that of an advance of 25c in the price of Canada Sugar Refinery, for refined sugar. This makes the lowest price \$9 to the trade, and aside from the continued scarcity of raws there is no change. In view of the present cessation of war effort some may look for immediate improvement in conditions. General feeling seems to be that improvement will at least be delayed in the matter of transports to bring sugar in. Being the large factor, early easing of the present shortage is not anticipated. Some limited lots of new crop sugars have arrived here but these are not coming on a large scale. The commodity still is scarce, refineries only operating from time to time as sufficient supplies are accumulated.

	100 lbs.
Atlantic Sugar Company, extra granulated sugars, 100 lbs.	9 50
Acadia Sugar Refinery, extra granulated St. Lawrence Sugar Refinery	9 50
Canada Sugar Refinery	9 00
Dominion Sugar Co., Ltd., crystal granulated	9 50
Special icing, barrels	9 30-9 40
Icing (25-lb. boxes)	9 60-9 80
Icing (50-lb. boxes)	9 50-9 60
Diamond icing	9 10
Yellow, No. 1	8 90-9 20
Yellow, No. 2 (Golden)	8 70-9 00
Yellow, No. 3	8 60-8 90
Powdered, barrels	9 20-9 30
Paris lumps, barrels	9 85-10 20
Paris lumps (50-lb. boxes)	9 65
Paris lumps (25-lb. boxes)	9 85
Crystal diamonds, barrels	10 25
Crystal diamonds (boxes 100 lbs.)	10 50
Cut loaf (50-lb. boxes)	10 50-10 60
Cut loaf (25-lb. boxes)	10 70-10 80

Canned Goods Steady; Stocks Sufficient

Montreal.

CANNED GOODS.—In a general way the trade seems to feel that there is ample supply of many varieties of canned vegetables and fruits. This does not apply to corn in the same degree. From several quarters the opinion has been expressed that the retailer as well as the jobber, is well prepared to meet demand. The sale of canned goods in some quar-

ters is steady and quite large, indicating that the consumer is making general use of the same right along. Advances are not suggested and the market is steady.

Salmon Sockeye—		
“Clover Leaf,” ½-lb. flats.....	2 45	
Sovereign, 1-lb. flats	4 62½	
Do., ½-lb. flats	2 30	
1 lb. talls, cases 4 doz., per doz.	4 50	5 00
½ flats, cases 8 doz., per doz...	1 50	2 00
Chums, 1-lb. talls	2 05	2 25
Do., ½s, flat		1 20
Pinks, 1-lb. talls		2 60
Cohoes, 1-lb. talls		4 35
Red Springs, 1-lb. talls		4 60
Red Springs, ½ lb.		2 45
White Springs (1s)		2 30
Salmon, Gaspe, Niobe Brand		
(case of 4 doz.), per doz.....	2 25	
Canadian sardines (case)	6 75	7 00
Norwegian sardines, per case of		
100 (¼s)	22 00	20 00
Lobsters, ½-lb. tins, doz.	3 60	3 65
Canned Vegetables and Fruits—		
Asparagus (Amer.) mammoth		
green, doz.	4 00	
Tomatoes, 1s	0 95	
Tomatoes, 3s	1 95	2 02½
Tomatoes, U.S. pack, 2s	1 40	1 50
Tomatoes, 2½s	1 90	1 92½
Tomatoes, gallons	6 00	7 05
Peas, standards	1 45	1 47½
Peas, early June	1 57½	1 60
Peas, extra fine, 2s	2 35	
Do., fancy, 20 oz.	1 57½	
Peas, Moigan, extra fine.....	2 20	2 25
Beans, golden wax	1 95	1 97½
Beans, Refugee	1 95	2 00
Do., old pack	1 80	1 95
Do., new pack		2 00
Beets (new sliced), 2-lb.	1 40	1 42½
Do., (old sliced), 2-lb.	1 60	1 62½
Corn, 2s, doz.	2 20	2 27½
Spinach (U.S.), 3s	3 00	
Do., (U.S.), gallons	10 00	
Corn (on cob, gal. cans), doz.	7 80	8 30
Red raspberries, 2s	4 00	4 17½
Simcoes	2 75	
Red cherries, 2s	2 60	2 90
Strawberries, 1918 pack (2s) ..		4 00
Rhubarb, 2½s		2 60
Blueberries, 2s, doz.		1 85
Blueberries, gallons		7 00
Pumpkins, 2½s	1 60	1 70
Pumpkins, 3s		1 75
Pumpkins (gallon), doz.		6 00
Potatoes, Can. Sweet, 2½-lb. tins		2 10
Potatoes, Cal. Sweet, 2-lb. tins		2 75
Carrots, sliced, 2s	1 45	1 75
Apples (gallons)	4 00	5 00
Peaches, 2s (heavy syrup)	2 40	2 80
Peaches, standard grade, 2½ lb.		3 60
Peaches, gallon pie (peeled) ..	7 60	7 75
Pears, No. 2		2 75
Pears, gallon (pie peeled)		7 00
Pineapples, 1½s		2 25
Pineapples, 2s	3 10	3 50
Pineapples (grated), 2s		2 90
Greengage plums (light syrup),		
No. 2	2 25	
Lombard plums (heavy syrup),		
2s	1 70	2 05

Molasses Will Hold; Syrups Are Steady

Montreal.

MOLASSES, SYRUPS.—The insistent demand for syrups has served to maintain prices which hold firm. The sale for molasses is relatively smaller, for the high prices have served to confine sales to the immediate requirements of those needing it. At the same time importers have had no complaint regarding sales, distribution of the limited stocks being readily effected.

Corn Syrup—		
Barrels, about 700 lbs.....	0 07½	
Half bbls.	0 07½	
Kegs	0 07½	
2-lb. tins, 2 doz. in case, case..	4 80	
5-lb. tins, 1 doz. in case, case..	5 40	
10-lb. tins, ½ doz. in case, case	5 10	
20-lb. tins, ¼ doz. in case, case	5 05	
2-gal. 25-lb. pails, each.	2 25	
3-gal. 38½-lb. pails, each	3 40	
5-gal. 65-lb. pails, each.	5 50	
White Corn Syrup—		
2-lb. tins, 2 doz. in case, case	5 30	

5-lb. tins, 1 doz. in case, case	5 90
10-lb. tins, ½ doz. in case, case	5 60
20-lb. tins, ¼ doz. in case, case	5 55
Cane Syrup (Crystal) Diamond—	
2-lb. tins, 2 doz. in case, per case.....	7 00
Barrels, per 100 lbs.	9 75
Half barrels, per 100 lbs.....	10 00
Glucose, 5-lb. cans (case)	4 80

	Prices for
Barbadoes Molasses—	Island of Montreal
Punchoons	1 18
Barreles	1 16
Half barrels	1 18
For outside territories prices range about 3c lower.	

Rice is Held on Steady Basis

Montreal.

RICE, TAPIOCA.—Local conditions as to supply are quite unchanged, and the sale of rice is seasonable. As before stated the season is expected to rule with few changes as to price, stocks being such as to meet the needs for some time. Tapioca is firm, the recent restrictions as to import being such as to make a strong undertone. The use of this has been larger, too, serving to decrease the large holdings that were immediately responsible for the action in restricting imports.

Rice, fancy, per 100 lbs.	9 75	10 25
Ice Drips—Japan		11 25
Carolina	12 50	15 00
“Texas”		9 50
Siam, No. 2	9 50	9 75
Siam (fancy)	10 25	11 00
Rangoon “B”	9 25	9 50
Rangoon CC	9 10	9 50
Mandarin		10 00
Special pickling		9 50
Tapioca, per lb. (seed)	0 14½	0 18
Tapioca (Pearl)	0 14	0 18

Grenoble Walnuts 35c; All Nuts High

Montreal.

NUTS.—Walnuts have arrived at one jobber's, and for these he is asking up to 35c per pound. The general tendency is toward advancing prices for all varieties of nuts, supplies naturally decreasing with import cut off. Since demand from all points, both in Canada and the United States, will be active for the coming weeks prior to the holidays, prices are likely to hold high.

Almonds (Tara), per lb.	0 27	0 30
Almonds (shelled)		0 55
Almonds (Jordan)		0 70
Brazil nuts (new)	0 20	0 25
Brazil nuts (med.)	0 15	0 17
Filberts (Sicily), per lb.	0 20	0 24
Filberts, Barcelona	0 24	0 25
Hickory nuts (large and small),		
lb.	0 10	0 15
Peanuts (roasted)—		
Bon Tons		0 25
Jumbo	0 25	0 26
Champion		0 22
Fancys, per lb.	0 24	0 25
Extras, per lb.	0 19	0 20
Shelled, No. 1 Spanish	0 18½	0 19
Shelled, No. 1 Virginia.....	0 19½	0 20½
Do., No. 2		0 14
Peanuts (salted)—		
Fancy wholes, per lb.		0 40
Fancy splits, per lb.		0 35
Salted Spanish, per lb.	0 25	0 27
Pecans (new Jumbo), per lb. ..	0 28	0 32
Pecans, large, No. 2, polished		0 28
Pecans, New Orleans, No. 2 ...	0 21	0 24
Pecans “paper shell,” extra large		
Jumbo		0 60
Walnuts (Grenoble)	0 29	0 35
Walnuts (new Naples)	0 16	0 18
Walnuts (shelled)	0 85	0 95
Walnuts (Spanish)	0 30	0 33
Note—Jobbers sometimes make an added charge to above prices for broken lots.		

Raisins Very High; All Fruits Firm

Montreal.

DRIED FRUITS.—Raisins are particularly high, although some still are offering at favorable prices. All lines of dried fruits are high and scarce. This condition applies particularly to prunes, apricots, raisins, etc. The armistice situation may have some bearing on the recent order prohibiting export of dried fruits into Canada from the States, but there is no great promise of this being brought about. At the same time the announcement in the States last week to the effect that the government would release the 40-50 prunes, may mean that some of these will come to Canada, and if so would mean improvement that was not looked for.

Apricots—

Choice	0 26	0 28
Slabs	0 24½	0 25
Fancy	0 30	
Apples (evaporated)	0 16½	0 20
Do., fancy	0 20	
Peaches (fancy)	0 21	0 23
Faced	0 19	
Choice	0 20	0 21
Extra choice	0 21	0 24
12 oz., per pkg.	0 16	0 18
Pears	0 24	0 25

Drained Peels (old)—

Citron	0 46	
Lemon	0 40	
Orange	0 41	0 43

Drained Peels (new)—

Lemon	0 40	0 41
Orange	0 42	0 43
Citron	0 47	0 48

Raisins—

Malaga, table box of 22 lbs., 3-crown cluster, \$3.25-\$4.00; 4-crown cluster, \$5.00; 5-crown cluster, \$6.00.

Muscatsels, loose, 2-crown	0 14	
Muscatsels, loose, 3-crown, lb.	0 15	
Cal. Seedless, 15 oz.	0 15½	0 17
Cal. seedless, loose	0 14½	0 16½
Fancy seeded, 16 oz. pkgs.	0 16	0 20
Choice seeded, 16 oz. pkgs.	0 17	0 19
Valencias, selected	0 11½	
Valencias, 4-crown layers	0 11½	
Sultanias (bleached) 50-lb. boxes ..	0 16½	0 20
Currents, old	0 24	0 29
Cartons	0 32	
80 lb. Ainslia	0 28	
12 oz.	0 26	
Do., new	0 32	
Dates, Excelsior, per case (36-10s) ..	7 00	
Do., Dromedary (36-10oz.)	8 00	
Packages only, Excelsior	0 20	
Packages only	0 19	0 20
Do., Dromedary	0 22	
Figs (new), 100 to case	11 00	
Figs (layer), 10-lb. boxes	1 90	2 75
Figs (mats)	0 16	0 18

Figs, Fancy Cal. White (Choice)—

Pkgs. 16 oz. (10 pkgs.)	1 75	
Pkgs. 10 oz. (12 pkgs.)	1 45	
Pkgs. 8 oz. (20 pkgs.)	2 00	2 60
Pkgs. 6 oz. (50 pkgs.)	3 60	4 75
Pkgs. 4 oz. (70 pkgs.)	3 70	5 00
Muscatsels, 4-crown, lb.	0 13	

Prunes—

California, 40-50s	0 19	0 25
50-lb. boxes, 80-90s	0 14½	
90-100s	0 13	0 14
20-30s	0 25	
30-40s	0 20	
25-lb. cases, 50-60s	0 18	0 20
60-70s	0 17	0 18
70-80s	0 15	0 17
80-90s	0 14	0 16
90-100s	0 13	0 15
Oregon, 30-40s	0 16½	
40-50s	0 15½	
50-60s	0 12½	

Lower Beans Likely Present Prospect

Montreal.

BEANS.—Prices are likely to further decline. At present the demand is not heavy and as supplies of new Canadian beans are coming to hand, the wholesaler will want to dispose of these without undue delay. At present indications point

to a readjustment of values to lower levels, but this may be gradual rather than come about all at once.

Beans—

Canadian, hand-picked, bush... ..	7 20	8 10
Ontario, new crop, 3 to 4 lbs.	8 00	9 00
British Columbia	9 00	
Brown Beans	7 50	
Canadian, 4-5 lb. pickers	7 75	8 00
Japanese	8 00	8 40
Yellow Eyes	8 00	8 50
Rangoon beans, per bushel ..	7 00	7 50
Lima, per lb.	0 19	0 20
Kidney beans	8 00	8 50
Peas, white soup, per bushel ..	4 25	4 50
Peas, split, new crop, bag 98 lbs.	8 25	10 50
Barley (pot), per bag 98 lbs.	6 50	
Barley, pearl, per bag 98 lbs.	7 50	8 25

All Brands of Tea Are Firm

Montreal.

TEAS.—In the opinion of a large Japan tea importer, all teas will rule high for some time. There is a greater use of tea in Japan itself. Best grade teas have been shipped forward already and the available stock here is stated to be limited. That Javas and Ceylons will be high is also assured by some. Just what transport can be secured for tea from growing points is at present a doubtful point. Of course if freights are available to a greater extent than at present the position will be different. In a general way few look for improvement of this kind in the near future.

Ceylon and Indias—

Pekoe, Souchongs, per lb.	0 47	0 49
Pekoes, per lb.	0 51	0 54
Orange Pekoes	0 55	0 57

Japan Teas—

Choice	0 65	0 70
Early Picking	0 53	0 58

Javas—

Pekoes	0 41	0 43
Broken Orange Pekoes	0 43	0 45
Orange Pekoes	0 46	0 49

Inferior grades of broken teas may be had from jobbers on request at favorable prices.

Coffee Advanced Again; Very Firm Feeling

Montreal.

COFFEE, COCOA.—An average advance of one cent per pound is made for various coffees. As pointed out last week in CANADIAN GROCER, coffee was firm and might again advance. This increased basis has now been effected and the advances are made because of the higher prices asked in Brazil, some prices there having advanced four cents per pound. The trade is active and supplies have been kept normal to meet this trade from city and country account. The undertone rules firm.

Coffee, Roasted—

Bogotas, lb.	0 32	0 35
Jamaica, lb.	0 26	0 30
Java, lb.	0 39	0 42
Maracaibo, lb.	0 28½	0 31
Mocha, grades	0 34	0 38
Mexican, lb.	0 27	0 30
Rio, lb.	0 26	0 28
Santos, Bourbon, lb.	0 29	0 32
Santos, lb.	0 29	0 32

Cocoa—

Bulk cocoa (sweet)	0 25	0 30
--------------------------	------	------

Maple Product High Honey Moves Well

Montreal.

HONEY, MAPLE PRODUCTS.—High prices prevail for any maple sugar or syrup that may be offered, but the supply is small. This year high prices were paid by the tobacco people for their re-

quirements and this has made a higher price basis than usual. Honey sales are maintained on an active basis and best grades are steady in price. The demand for buckwheat honey has been rather heavy from the Jewish population within the city. No changes are made.

Maple Syrup—

10-lb. cans, 6 in case, per case....	\$15 10
5-lb. cans, 12 in case, per case....	17 10
2½-lb. cans, 24 in case, per case....	18 50

Maple Sugar (nominal) 0 30 |

Honey, Clover—

Comb (fancy)	0 30
Comb (No. 1)	0 28
In tins, 60 lbs.	0 26
30-lb pails	0 27
10-lb. pails	0 28
5-lb. pails	0 28
Honey—Buckwheat, tins or bbls.	0 23

Spices Still Firm; Lighter Selling

Montreal.

SPICES.—Prices are firm with buyers asking for frequent supplies in small lots rather than for heavy quantity of any line. It is felt that to buy carefully is the best policy, judging from the requisitions that come to hand. In view of the present conditions prices are probably more nominal than heretofore, the outlook being a little more uncertain.

5 and 10-lb. boxes

Allspice	0 20	0 22
Cassia (pure)	0 35	0 37
Cloves	0 75	0 77
Cream of tartar	0 95	1 00
Ginger	0 30	0 40
Ginger (Cochin or Jamaica)	0 30	
Mace	0 80	1 00
Mixed spice	0 30	0 32
Nutmegs	0 45	0 50
Pepper, black	0 42	0 45
Pepper, white	0 48	0 50
Pepper (Cayenne)	0 35	0 37
Pickling spice	0 25	0 27
Paprika	0 65	0 70
Turmeric	0 28	0 30
Tartaric acid, per lb. (crystals or powdered) ..	1 30	
Cardamom seed, per lb., bulk....	2 00	
Caraway, Dutch, nominal	0 80	0 90
Cinnamon, China, lb.	0 30	
Cinnamon, per lb.	0 35	
Mustard seed, bulk	0 35	0 40
Celery seed, bulk (nominal) ..	0 85	0 90
Shredded coconut, in pails....	0 21	0 23
Pimento, whole	0 20	0 22

For spices packed in cartons add 3½ cents a lb. and for spices packed in tin containers add 10 cents per lb.

Cranberries \$12.00; Boston Lettuce \$1

Montreal.

VEGETABLES.—A few price changes have been made this week, cranberries selling at \$12 per barrel. Onions are freer at \$1.50 per bag and Boston lettuce is available at \$1 per dozen. Squash is scarcer and firm. In a general way the market is steady and the demand good.

Beans, new string (American)	3 00	3 50
basket	0 75	1 00
Beets, new, bag	2 00	2 50
Cauliflower (Montreal), doz.	0 50	
Cabbage (Montreal), doz.	0 85	1 00
Carrots, bag	2 00	
Citron	1 00	
Celery (Montreal), doz.	6 00	6 50
Do., crates (6-7 doz.)	12 00	
Cranberries, bbl.	0 75	
Cranberries, gallon	1 00	
Brussels Sprouts (doz.)	2 50	
Cucumbers, Boston (doz.)	0 20	
Horseradish, lb.	0 40	0 50
Lettuce, curly (doz.)	1 00	
Lettuce, Boston, doz.	1 00	1 50
Leeks	0 20	
Mint	0 90	
Mushrooms, lb.	1 50	
Onions, Can., bag (75 lbs.)	1 50	
No. 1 Yellow (75 lbs.)	1 50	
No. 1 Red (75 lbs.) crate....	0 50	
Oyster Plant	1 50	
Parsnips, new, bag	0 20	
Parsley (Canadian)		

Potatoes, Montreal new (90-lb. bag)	1 75	1 90
Potatoes (New Brunswick), bag. 2 00	2 00	2 25
Potatoes (sweet), hamper	2 75	2 75
Pumpkins (doz.)	2 00	2 00
Romane	0 50	0 50
Spinach, box	1 00	1 00
Squash (Huber), doz.	3 00	3 00
Turnips, new, per bag	1 00	1 25
Tomatoes (hothouse), lb.	0 25	0 25
Vegetable Marrow (doz.)	1 00	1 00
Watercress (Can.)	0 40	0 40

Spy Apples, \$7.00; Emperor Grapes, \$5

Montreal.

FRUITS.—Good apples continue high in price and best spys are selling at \$7, and russets at \$6. Emperor grapes are quoted at \$5 per keg, and Tokays are still available at \$3 per 4 crate basket. Citrus fruits are very high still and the supplies limited. Trade in a general way has been maintained on a satisfactory basis.

Apples—		
No. 1 Alexanders, bbl.	5 50	6 00
No. 2 Alexanders, bbl.	5 00	5 00
Baldwins	6 00	6 00
Wealthy (in bbls.), No. 1	7 00	7 00
Do., No. 2	5 50	5 50
Greenings	6 50	6 50
McIntosh Reds (best)	8 00	8 00
Gravensteins, No. 1	5 00	6 00
Fameuse, No. 1	7 50	7 50
Do., No. 2	6 50	6 50
Spys	7 00	7 00
Russets	6 00	6 00
Bananas (fancy large), bunch. 4 00	4 00	4 50
Grapes (California fancy), 4 bask.	5 00	5 00
Grapes—		
Tokays	3 00	3 00
Malagas	2 50	2 50
Emperor, keg	5 00	5 00
Grapefruit (fancy Jamaica)	6 00	6 00
80, 96, 112	9 00	13 00
Lemons (fancy new Messina)	16 00	18 00
Oranges, Valencia lates	4 00	4 00
Pears, Cal., eating, small box.	1 25	1 25
Pears, basket (11-qt.)	4 00	5 00
Do., Bartletts	4 00	5 00

Corn Flour is Easier; Rolled Oats, Too

Montreal.

CEREALS.—While an easier feeling has developed for white corn flour and for rolled oats, the prices are unchanged. The government's attitude in the matter of prices to be charged for corn flour is likely to call for a revision downward in the immediate future. Rolled oats, while showing an easier tendency, are not available on spot, many of the mills stating that they are oversold for some weeks. There is just a tendency to seek business in some quarters, it is stated

through more favorable quotations. The demand for substitute flours has been steady and quite heavy. No changes are made this week.

Self-raising flour—

3-lb. pkgs., doz.	2 90	2 90
6-lb. pkgs., doz.	5 70	5 70
Cornmeal, Buckeye	6 00	6 25
Cornmeal, Gold Dust	6 00	6 40
Barley, pearl	6 25	7 30
Barley, pot, 98 lbs.	4 75	5 30
Barley (roasted)	7 50	7 50
Barley flour, 98 lbs.	5 25	4 75
Buckwheat flour, 98 lbs.	9 50	9 50
Cornflour, white (2 bags)	10 20	10 20
Do., bags	6 75	6 75
Cornflour (standard), (2 bags) ..	9 20	9 20
Do., bags	5 00	5 50
Rice flour	8 75	9 00
Oat flour (2 bags)	12 10	12 10
Hominy grits, 98 lbs.	6 75	8 00
Hominy, pearl, 98 lbs.	7 50	8 00
Graham flour	5 80	6 25
Oatmeal (standard-granulated and fine)	5 35	6 50
Oatmeal (packages) fine cut.	5 70	5 70
Peas, Canadian, boiling, bush.	4 95	5 50
Split peas	8 25	8 25
Rolled oats, 90-lb. bags	4 95	5 15
Rolled oats (family pack.), case	5 50	5 60
Rolled oats (small size), case.	1 95	2 00
Rolled wheat (100-lb. bbls.)	7 10	8 00
Rye flour (Can.), 98 lbs.	6 05	7 00
Do. (American), 98 lbs.	6 85	6 85
Tapioca flour, lb.	0 15	0 15

Winter Wheat Flour Less; Standard Holds

Montreal.

FLOUR.—While an easier feeling developed for winter wheat flour, the price to the trade reaching \$10.35 to \$10.50 per barrel. This is the delivered price in bags. For standard flour there has been no change and sales are made on a steady basis with war grades selling fairly well. The new order regarding the use of substitute flours has somewhat lessened the demand for flour, however.

War Standard, Graham and Whole

Wheat Flours—		
Mixed car lots on track	11 40	11 40
Straight car lots on track (minimum 50,000 lbs. on track) (to bakers)	11 30	11 30
Add 10c for delivery for car lots. Add 20c for delivery for small lots.		
Bran, per ton, car lots on track	37 25	37 25
Shorts, car lots on track	42 25	42 25
Crushed oats	61 00	72 00
Barley meal	58 00	66 00
Barley chop	58 00	64 00
Gluten feed (23% protein)—		
F.O.B. Cardinal	62 00	62 00
F.O.B. Ft. William	60 00	60 00
Feed oats, per bushel	1 05	1 05
Shorts and bran delivered in Montreal 1.00 per ton extra.		

ONTARIO MARKETS

TORONTO, November 13.—Higher prices have been named on coffee and the outlook seems to be for even higher figures. Definite refusal to grant licenses for the import of dates has been posted by the United States Food Administration so these will not be forthcoming. Lower prices are in effect on hominy, whereas advances are recorded on stove polish, printed parchment and klim.

Sugar Supply

Still Small

Toronto.

SUGAR.—The supply is still small and whereas shipments from some refin-

ers show improvement, the market is so bare of supplies that all sugar coming to hand is quickly absorbed. An advance of 25c in Rednath sugar was recorded the latter part of last week, making the Toronto price on granulated today \$9.29 per 100 pounds. Other prices were unchanged, the full range of quotations being given herewith:

Atlantic, extra granulated	9 79	9 79
St. Lawrence, extra granulated.	9 79	9 79
Acadia Sugar Refinery, extra granulated. 9 29	9 29	9 29
Can. Sugar Refinery, extra granulated. 9 79	9 79	9 79
Dom. Sugar Refinery, extra granulated. 9 79	9 79	9 79
Canada Sugar differentials: 50-lb. sacks, 10c over 100-lb. 20-lb. gunnies, 25c advance; 10-lb. gunnies, 40c advance; 5-lb. cartons, 50c advance; 2-lb. cartons, 60c advance. St. Lawrence differentials: In 25-lb. gunnies, 25c over 100 lb.; 20-lb. gunnies, 40c advance; 10-lb. gunnies, 50c ad-		

vance; 5-lb. gunnies, 60c advance; 5-lb. cartons, 60c advance; 2-lb. cartons, 70c advance. Atlantic differentials: 20-lb. bags, 40c advance over 100 lb.; 10-lb. gunnies, 50c advance; 5-lb. cartons, 50c advance; 2-lb. cartons, 70c advance. Acadia 100 lbs.; 10-lb. gunnies, 45c advance; 5-lb. cartons, 45c advance; 2-lb. cartons, 50c advance. Barrels of granulated and yellow may be had at 5c over above prices, which are for bags. Fancy sugars make a corresponding increase when put up in small packages. No. 1 yellow is 30 to 40c per 100 lbs. under granulated. No. 2 yellow is 10 to 20c per 100 lbs. under No. 1 yellow, and No. 3 yellow 20c to 30c less than No. 1.

Stove Polish Up; Other Lines, Too

Toronto.

STOVE POLISH, OTHER LINES.—Higher prices have been named on stove polish, the present quotations on Rising Sun, cake, No. 3 being 55c dozen and No. 1, \$1.10; Sun paste, No. 5, is 90c per dozen. X-Ray powder, No. 6, is up to 90c dozen. Printed parchment is being quoted in 1 ream lots at \$1.10 and 5 ream lots \$1.05.

An advance in klim has been recorded. The 4 oz. size, per case of 4 dozen, is now quoted at \$5.75 and in dozen lots, \$1.45; the 16 oz. size, per case of 2 dozen, is up to \$8.25, and in dozen lots is selling at \$4.15; the hotel size, six 10-lb. tins to a case, is quoted at \$18.50 per case, or \$37.00 per dozen.

The Owl brand match is a new sized package being put on the market, there being 300 matches to a box; 100 boxes in a case, these being quoted at \$6.95 per case, with freight prepaid on five case lots. This is a line to retail at 10c.

Molasses Steady; Syrups Firm

Toronto.

MOLASSES, SYRUPS.—The market on molasses is steady though ruling with a firm undertone. The demand continues fair with stocks none too heavy, though generally considered ample.

There have been no new developments in syrups. The market is firm and demand keeps up remarkably well. Prices are unchanged.

Corn Syrups—

Barrels, Crown or Bee Hive, per lb.	0 07½	0 07½
Cases, 2-lb. tins, Crown or Bee Hive, 2 doz. in case	4 80	4 80
Cases, 5-lb. tins, Crown or Bee Hive, 1 doz. in case	5 40	5 40
Cases, 10-lb. tins, Crown or Bee Hive, ½ doz. in case	5 10	5 10
Cases, 2-lb. tins, Lily White or White Clover, 2 doz. in case	5 30	5 30
Cases, 5-lb. tins, Lily White or White Clover, 1 doz. in case	5 90	5 90
Cases, 10-lb. tins, Lily White or White Clover, ½ doz. in case	5 60	5 60
Half barrels, ¼c over bbls.; ¾ bbls., ½c over bbls.		

Cane Syrups—

Barrels and half barrels, lb.	0 07½	0 08
Cases, 2-lb. tins, 2 doz. in case	7 00	7 00

Molasses—

Fancy, Barbadoes, barrels	1 05	1 10
Choice Barbadoes, barrels	0 95	1 00
West India, ½ bbls., gal.	0 56	0 56
West India, No. 10, kegs	6 50	6 50
West India, No. 5, kegs	3 25	3 25
Tins, 2-lb., table grade, case 2 doz., Barbadoes	4 90	4 90
Tins, 3-lb., table grade, case 2 doz., Barbadoes	6 75	6 75
Tins, 5-lb., 1 doz. to case, Barbadoes	5 30	5 30
Tins, 10-lb., ½ doz. to case, Barbadoes	5 20	5 20
Tins, 2-lb., baking grade, case 2 doz.	5 50	5 50
Tins, 3-lb., baking grade, case of 2 doz.	7 40	7 40

Tins, 5-lb., baking grade, case of 1 doz. ....	.....
Tins, 10-lb., baking grade, case of ½ doz. ....	.....
West Indies, 1½, 48s.	6 95

Canned Goods*Holding Steady*

Toronto.

CANNED GOODS.—The outlook seems to be quite satisfactory and volume of business being handled generally considered fair in all lines. Supplies of the better grades of salmon in wholesalers' hands are pretty well cleaned up. Jams have been active and trade seems to be extending to all lines.

Salmon—		
Sockeye, 1s. doz.	4 00	4 50
Sockeye, ½s. doz.	2 40	2 50
Alaska reds, 1s. doz.	3 75	3 85
Chums, 1-lb. talls.	2 35	2 60
Do., ½s. doz.	1 35	1 45
Pinks, 1-lb. talls.	2 25	2 60
Do., ½s. doz.	1 35	1 50
Cohoos, ½-lb. tins.	1 85	1 90
Cohoos, 1-lb. tins.	3 45	3 75
Red springs, 1-lb. talls.	3 65	3 95
White springs, 1s. dozen.	2 30	2 35
Lobsters, ½-lb. doz.	8 75	
Pilchards, 1-lb. talls, doz.	2 15	
Canned Vegetables—		
Beets, 2s.	1 90	2 30
Tomatoes, 2½s.	1 80	2 10
Peas, standard.	1 55	1 95
Peas, early June.	1 67½	2 25
Beans, golden wax, doz.	2 00	2 10
Asparagus tips, doz.	3 42½	3 45
Asparagus butts.	2 00	2 02½
Corn, 2s. doz.	2 20	2 60
Pumpkins, 2½s.	1 80	2 00
Spinach, 2s. doz.	1 90	
Do., 2½s. doz.	2 52½	2 55
Do., 10s. doz.	7 55	7 57½
Succotash, 2s. doz.	2 30	2 35
Pineapples, sliced, 2s. doz.	3 20	3 50
Do., shredded, 2s. doz.	3 00	3 02½
Rhubarb, preserved, 2s. doz.	2 07½	2 10
Do., preserved, 2½s. doz.	2 65	2 67½
Do., standard, 10s. doz.	4 50	4 52½
Cherries, 2s.	2 75	2 90
Peaches, 2s.	2 87½	
Pears, 2s.	2 87½	
Plums, Lombard, 2s.	1 97½	2 22½
Plums, Green Gage.	2 17½	2 37½
Raspberries, 2s. H.S.	4 50	
Strawberries, 2s. H.S.	4 50	
Blueberries, 2s.	2 10	2 35
Preserved Fruits, Pint Sealers—		
Peaches, pint sealers, doz.	3 40	3 45
Jams—		
Apricot, 4s. each.	0 84	
Black currants, 16 oz., doz.	3 40	3 90
Do., 4s. each.	0 98	
Gooseberry, 4s. each.	0 84	
Peach, 4s. each.	0 82	
Red currants, 16 oz., doz.	3 45	
Raspberries, 16 oz., doz.	3 40	4 25
Do., 4s. each.	0 98	1 10
Strawberries, 16 oz., doz.	3 90	4 25
Do., 4s. each.	1 08	1 10

*No Dates to Come ;**Malaga Fruit Arrives*

Toronto.

DRIED FRUITS.—Definite advice has been received from the United States Food Administration that no licenses will be granted for the export of dates to Canada. The feeling prevailed that these might be released, but now there seems to be absolutely no chance of any arrivals. Some Malaga fruit has arrived in New York for Canada and every effort to have shipment rushed to the trade for Christmas selling is being exerted. A price has been named on Wagstaffe's cut peel, lemon, orange and citron, in boxes of 12 pounds of 35c per pound.

DRIED FRUITS. —Stiffer prices are		
Apples, evaporated, Ontario.	0 18	0 20
Do., do., New.	0 16½	
Apricots, unsplit.	0 16½	
Do., fancy, 25s.	0 80	
Do., choice, 25s.	0 25½	0 27

Do., standard, 25s.	0 22½	0 26
Candied Peels, American—		
Lemon.	0 43½	
Orange.	0 45½	
Citron.	0 53	
Currants—		
Grecian, per lb.	0 26	0 28
Australians, lb.	0 30	0 35
Dates—		
Excelsior, kgs., 3 doz. in case.	6 50	6 75
Dromedary dates, 3 doz. in case.	7 50	7 75
Figs—		
Tapé, lb. ....	.....	.....
Malagas, lb. ....	.....	.....
Comadre figs, mats. lb.	0 13	0 14
Cal., 4 oz. pkgs., 70s. case.	5 00	
Cal., 8 oz., 20s. case.	3 25	
Prunes—		
30-40s, per lb.	0 18	
40-50s, per lb.	0 19	
50-60s, per lb.	0 16½	0 18
70-80s, per lb.	0 14½	0 16
80-90s, per lb.	0 13½	0 14½
90-100s, per lb.	0 12½	0 13
100-120s.	0 10½	
Peaches—		
Standard, 25-lb. box, peeled.	0 24	
Choice, 25-lb. box, peeled.	0 25	
Fancy, 25-lb. boxes.	0 22	
Practically peeled, 25-lb. boxes.	0 22½	
Extra choice, 25-lb. box, peeled.	0 26	
Raisins—		
California bleached, lb.	0 17	0 18
Seeded, fancy, 1-lb. packets.	0 16	
Seedless, 16-oz. packets.	0 16	
Seedless, Thompson's, 25s.	0 16	
Do., Bakers, Thompsons, 50s.	0 17½	0 18
1 Crown Muscatels, floated, 50s.	0 14	

*Teas of Quality**Very Scarce*

Toronto.

TEAS.—Teas of quality are very scarce on the spot. With the commonest grades supplies are still plentiful. A sharp advance in teas is looked for in some quarters now that there is a possibility of overseas shipments to countries that have been at war. There seems a possibility, too, that Java teas may now move directly to Holland and that fairly heavy shipments overseas from America may be made seems likely.

Ceylon and Indias—		
Pekoe Souchongs.	0 46	0 48
Pekoes.	0 48	0 56
Broken Pekoes.	0 56	0 58
Orange Pekoes.	0 58	0 60
Broken Orange Pekoes.	0 60	0 62
Javas—		
Broken Pekoes.	0 45	0 48
Japans and Chinas—		
Early pickings, Japans.	0 50	
Second pickings.	0 40	0 48
Hysion Thirds, lb.	0 40	0 48
Do., Seconds.	0 50	0 55
Do., sifted.	0 50	0 62

*General Revision in**Coffee Prices*

Toronto.

COFFEE.—A general revision in coffee prices upward has been effected. The signing of the armistice seems to have been the signal for sharp advances in Santos, prices in New York from Friday last to Tuesday of this week going up 5c, reaching the highest point since 1878. The market is excited and more or less demoralized, but the feeling prevails that high coffee is likely for some time to come. A shipment of 20,000 bags coffee and 30,000 bags cocoa reached St. John, N.B., the latter part of last week, the first direct shipment recorded from South America to Canada. It is indicated, however, that arrival will do no more than replenish depleted stocks.

Coffee—		
Java, Old Government, lb.	0 38	0 44
Bogotas, lb.	0 35	0 38
Guatemala, lb.	0 34	0 36
Maracaibo, lb.	0 35	0 36

Mexican, lb.	0 38	
Jamaica, lb.	0 33	0 34
Blue Mountain Jamaica.	0 46	
Mocha, lb.	0 38	0 40
Mocha, Arabian, lb. ....	.....	.....
Rio, lb.	0 27	0 32
Santos, lb.	0 32	0 35
Santos, Bourbon, lb.	0 34	0 36
Ceylon, Plantation, lb.	0 39	0 41
Chicory, lb.	0 30	0 32
Cocoa—		
Pure, lb.	0 25	0 30
Sweet, lb.	0 20	0 24

*Peppers Rule Firm;**Cloves Steady, Scarce*

Toronto.

SPICES.—Reports from United States points show that peppers are higher and firmer and cables from the Orient indicate a much higher basis in the Orient. Cloves are steady and scarcer on spot. What may develop as a result of armistice now effective is just a little uncertain. The feeling prevails, however, that with shortage of shipping space, which must be noticeable for some time to come, with a large percentage of Europe starving, and the larger scale of domestic distribution in evidence, that sharp recessions in prices are not likely, if any occur at all. Locally, prices rule without change.

		Per lb.
Allspice.	0 18	0 25
Cassia.	0 33	0 45
Cinnamon.	0 45	0 60
Cayenne.	0 30	0 35
Cloves.	0 75	0 85
Ginger.	0 30	0 45
Herbs— sage, thyme, parsley, mint, savory, marjoram.	0 40	0 70
Pastry.	0 28	0 40
Pickling spice.	0 22	0 30
Mace.	0 90	1 10
Peppers, black.	0 44	0 46
Peppers, white.	0 50	0 55
Paprika, lb.	0 60	0 65
Nutmegs, selects, whole, 100s.	0 45	0 50
Do., 80s. ....	.....	0 55
Do., 64s.	0 60	0 65
Mustard seed, whole.	0 35	0 45
Celery seed, whole. ....	.....	0 75
Coriander, whole.	0 25	0 35
Caraway seed, whole.	0 90	1 00
Tumeric. ....	.....	0 30
Cream of Tartar—		
French, pure.	1 00	1 10
American high test. ....	.....	.....
2-oz. packages, doz.	2 00	
4-oz. packages, doz.	3 50	
8 oz. tins, doz.	6 75	6 85
Tartarine, barrels, lb. ....	.....	0 21
Do., 8 oz., doz.	1 75	
Do., 16 oz., doz.	8 25	

*Nut Markets**Firm; Selling*

Toronto.

NUTS.—The tendencies generally are firm locally, though no marked changes have occurred. Brazil nuts in the shell are quoted as high as 30c per pound. Tarragona almonds show a lower tendency abroad, but this, it is thought, is due in a measure to difference in exchange on the Spanish peseta. Jamaica cocoanuts are being quoted to arrive, in about a week's time, at \$9.00 per sack.

Almonds, Tarragonas, lb.	0 27	0 32
Chestnuts, Canadian, peck.	2 50	2 75
Walnuts, Bordeaux. ....	.....	.....
Walnuts, Grenobles, lb.	0 30	0 35
Walnuts, Manchurian, lb. ....	.....	.....
Filberts, lb.	0 24	0 25
Pecans, lb. ....	.....	.....
Cocoanuts, Jamaica, sack.	9 00	
Peanuts, Jumbo, roasted.	0 25	0 26
Do., Fancy, roasted.	0 23	0 24
Brazil nuts, lb.	0 27	0 30
Shelled—		
Almonds, lb.	0 51	0 55
Filberts, lb.	0 38	0 45

Walnuts, lb.	0 78	0 85
Peanuts, Spanish, lb.	0 19	0 20
Do., Chinese, 30-32 to oz.	0 17	0 18
Brazil nuts, lb.	0 85	

Beans Unchanged; Little Movement

Toronto.

BEANS.—There is little new to report in beans. Sales are within rather narrow channels and prices unchanged at following levels:

Ontario, 1-lb. to 2-lb. pickers, bu. \$6 00	\$6 75
Do., hand-picked	8 00
Can. White Kidney Beans, bush. 8 40	9 00
Japanese Kotonashi, per bush.	8 00
Rangoons, per bush.	6 00 6 50
Limas, per pound	0 17½ 0 19

Rice Situation Steady; Fair Sales

Toronto.

RICES.—The market generally is steady and sales are maintained on a fairly satisfactory basis. Quotations are firm and unchanged at following levels:

Texas, fancy, per 100 lbs.	12 50	13 00
Blue Rose Texas, per 100 lbs.	12 75	13 50
Honduras, fancy, per 100 lbs.	13 00	13 50
Siam, fancy, per 100 lbs.	10 50	11 50
Siam, second, per 100 lbs.	10 00	11 00
Japans, fancy, per 100 lbs.	11 00	12 00
Japans, second, per 100 lbs.	10 00	11 00
Chinese XX, per 100 lbs.	9 50	10 50
Do., Simiu	13 00	
Do., Mujin, No. 1	12 00	
Do., Pakling	11 50	
Tapioca, per lb.	0 14½	0 15
White Sago	0 14½	0 16

Package Goods Hold Unchanged

Toronto.

PACKAGE GOODS.—There have been no new developments in package goods during the week. Prices are firm and demand normal. H. & L. package peas, 48 15c size, are quoted at \$1.45 dozen in full case lots and \$1.50 in smaller quantities.

Honey Ruling High; Maple Syrup

Toronto.

HONEY, MAPLE SYRUP.—Prices on honey are ruling high, clover in 5-lb. tins being quoted up to 31c and 10-lb. tins, 30c per pound. The demand is small with good supplies available. Maple syrup is steady and unchanged.

Honey—		
Clover, 2½-lb. tins	0 29	0 30
5-lb. tins	0 28	0 31
10-lb. tins	0 28	0 30
Buckwheat, 60-lb. tins	0 27½	0 28
Comb. No. 1, fancy, doz.	3 75	4 25
Do., No. 2, doz.	3 00	
Maple Syrup—		
No. 1, 10-lb. tins, 6 to case ...	15 10	
No. 2, 5-lb. tins, 12 to case ..	17 10	
No. 3, 2½-lb. tins, 24 to case ..	18 50	
No. 3, 32-oz. bottles, 24 to case	16 70	
Gallon tins, Imperial, per gal.	2 25	
5-gallon tins, Imperial, per tin	10 50	
Barrels, 25 or 40 Imp. gals., gal.	2 00	

Oranges Easier; Lemons, Grape Fruit, Too

Toronto.

FRUITS.—A decline in oranges is noticeable locally. This is true also of primary points, Floridas having eased away somewhat. Supplies coming to hand are very good and quality said to be excellent. Mexican oranges are now

on the market, a sound fruit, good color and considered good value. A moderate supply throughout the season is looked for. There is no word of any shipments of Messina lemons and none are now looked for this year. On California the prices are lower and this condition is reflected locally as well. Grape fruit is slightly lower at primary points and a revision downward has occurred here. These are plentiful, but with consumption good there is no glut on the market. Boxed apples are very firm for all varieties left. Sales have been very good on all lines.

Apples—		
11-qt. basket	0 30	0 50
Do., B.C. McIntosh Reds, box 3 25	3 50	
Do., B.C. Jonathans, box .. 3 25	3 50	
Do., in Barrels. No. 1 No. 2 No. 3		
Kings	6 00	5 50 5 00
Greenings	5 00-5 50	4 50-5 00 3 25-4 25
Baldwins	5 00-5 50	4 50-5 00 3 25-4 25
Wealthys	5 00	4 50 4 00
Blenheims	5 00-5 50	4 50-5 00 4 00
Ribstons	5 00	4 50 4 00
Alexanders	5 00	4 50 4 00
Wolf River	5 00	4 50 4 00
St. Lawrence	5 00	4 50 4 00
Snows	6 50	6 00
C. Pippin ..	5 00-5 50	4 50-5 00 3 25
Bananas, per lb.		0 07
Cranberries, bbls.	12 00	
Do., boxes (28-30 qts.)		4 75
Grapes—		
Do., Cal. Emperors, lugs (box)	3 75	
Do., Do., kegs	8 50	
Do., Almeria	9 00	13 00
Grapefruit—		
Florida, 46s, 54s		5 00
Do., 64s, 80s	5 25	5 50
Do., 96s		5 50
Oranges—		
Valencias—		
Do., 126s		4 50
80s, 96s, 100s		10 00
126s		11 00
150s, 176s, 200s, 216s, 250s, 288s		13 00
Do., 126s		4 50
Florida, 126s, 150s, 176s, 200s, 216s, 250s, 288s		8 00
Lemons, Cal., case	10 00	
Pears, Cal. Columbias, box.	5 00	5 50
Do., Cal. Anjous, box		5 50

Potatoes in Fair Supply; Uncertain Grade

Toronto.

VEGETABLES.—Indications now are that Ontario potatoes are turning out very well as far as quantity is concerned and the same seems to be true of New Brunswick. As far as the Ontario is concerned, however, these appear somewhat green, which would indicate a poor quality for storage. It is indicated that enquiries are being received re situation and there seems to be some chance of export business. Onions are only in fair supply and the demand seems to have fallen off somewhat. There is nothing to report in cabbage: yet.

Cabbage, Can., crate		
Do., do., doz.		
Celery, Fancy Theford, crates ..	4 50	
Onions, Can. Yellow, 100-lb. bag. 2 25	2 40	
Potatoes, New Jersey sweet, ham-per	3 00	
Potatoes, Ontario, bag	1 75	1 85
Do., N.B. Delawares, bag	2 15	

Market Holds Steady on Flour

Toronto.

FLOUR.—The market holds steady and there is little new to report. Mills

are obtaining good production and demand is very good.

FLOUR

Government Standard, 74% Extraction.
Manitoba Wheat Flour, in carload shipments, on track, bbl.\$11 40 \$11 50

Mill Feeds

Continue to Sell

Toronto.

MILL FEEDS.—There seems to be little let up in the demand and supplies are going forward about as rapidly as available. Prices are unchanged.

MILL FEEDS—

Bran, per ton	In carlots, track
Shorts, per ton	\$37 00
	42 00

Hominy Lower; Barley Flour Down

Toronto.

CEREALS.—A decline in hominy grits of 50c and in pearl hominy of 25c per 98-lb. bag has been recorded. Barley flour is also somewhat lower and oat flour has come down a little. The market on all cereals seems fairly steady and the feeling prevails that these conditions will obtain for some little time. Range of quotations to the trade to-day follow:

	Single Bag	Lots
	F.o.b. Toronto	
Barley, pearl, 98s	\$6 25	\$6 75
Barley, pot, 98s	5 00	5 20
Barley Flour, 98s	6 00	6 75
Buckwheat Flour, 98s	7 25	8 00
Cornmeal, Golden, 98s	5 15	6 00
Do., fancy yellow, 98s	4 65	5 40
Corn flour, white, bbl.	10 35	11 15
Do., Government standard, bbl.	9 35	10 15
Hominy grits, 98s	5 50	6 60
Hominy, pearl, 98s	5 25	6 10
Roller Oats, 90s	5 10	5 25
Oatmeal, 98s	5 85	6 00
Potato Flour, lb.		0 18
Oat Flour	5 65	6 20
Roller wheat, 100-lb. bbl.	6 75	7 00
Rice Flour, per 100 lbs.	9 50	12 00
Rye Flour, 98s	6 50	7 25
Peas, split, lb.	0 08	0 09½
Blue peas, lb.	0 11	0 15

Above prices give range of quotations to the retail trade.

BRITISH PEOPLE UNDER JAM RATION

According to an order of the British food controller, effective November 4, sirup, molasses, honey, jam and marmalade will be rationed in Great Britain. While the British people have been on an allowance of 2 pounds of sugar per month the same basis as exists in the United States, the new regulation will make it impossible to supplement this ration with unlimited supplies of other sweeteners, as exists in the United States. The size of the new rations will not exceed 4 ounces per week. So long as supplies permit, however, a supplementary ration of 2 ounces per week will be given children between 6 and 18 years.

The rationing of jam in England will be equally as discomfoting as the sugar limitation, as jam has been used more than formerly to help out in the small butter ration of 5 ounces per week. The fruit crops of England were abnormally poor this year, practically all the fruit produced being bought by the Army and the Navy for jam-making purposes.

WEEKLY MARKET REPORTS BY WIRE

Statements From Buying Centres, East and West

British Columbia

FROM VANCOUVER, BY WIRE.

Vancouver, Nov. 12. — Wholesalers generally admit that business is very quiet. Cheese has advanced to 28½ cents. This has not checked the demand, which has been steady all fall. Fresh eggs are 90 cents a dozen, but there is a lot of B. C. storage going on the market at 68c. Butter is firm and unchanged, but lard has advanced a cent. Smoked meats are firm with the demand increasing somewhat with the coming of colder weather. Oranges are \$16 and lemons \$14. Potato market is quiet with no price changes.

Sugar, pure cane, gran., 100 lbs.	9 45
Flour, war grade, Manitoba, per	
per bbl., in car lots	10 80
Rice, Siam, No. 1, per ton	4 20
Do., Siam, No. 2	1 85 1 90
Rice, China, 44 lb. mats, No. 1	1 90 1 95
Do., No. 2	1 75 1 80
Beans, Japanese, per lb.	0 10 0 12
Beans, B.C., white	0 14½ 0 15
Potatoes, per ton	
Potatoes, lowland	40 00
Potatoes, ashcroft	45 00
Lard, pure, in 400-lb. tierces, lb.	0 34½
Lard compound	0 26¼
Butter, fresh made creamery, lb.	0 52
Cheese, Canadian	0 28½
Margarine	0 35¾
Eggs, new-laid, in cartons, doz.	0 90
Do., storage	0 68
New Cal. figs, 70 4-oz. pkgs.	5 25
Almonds	0 30
Brazils	0 30
Filberts	0 30
Cal. Walnuts	0 30
Cal. Walnuts, No. 2	0 25
Walnuts, Manchurian	0 25
Peanuts	0 25
Charge for roasting, per sack	1 00
Oranges, box	16 00
Lemons	14 00

Alberta Markets

FROM CALGARY, BY WIRE.

Calgary, Alta., Nov. 12.—Rolled oats has dropped twenty cents to \$4.60. Siam rice is quoted at \$9.25 to \$10.00. China, \$4.70 to \$4.95 per mat. There has been an advance in tomatoes twos and halves in some quarters, quotations now from \$3.75 to \$4.25. Evaporated apples offering at 18 cents for fifties, 18¼c for twenty-fives. Large cheese, 28c. Storage eggs, \$15.50 to \$16.00. Gallon blueberries are now here and are quoted \$4.65 to \$5.00. Case lemons, \$14.00. Florida oranges are now arriving and are quoted \$10. New California navel are expected on the 18th and are quoted to arrive at \$14.00 case.

Beans, small, ivory, lb.	0 07½	0 09
Beans, Kootenashi	14 00	
Flour, 98s, per bbl.	10 85	
Rye flour, 49s, per bbl.	10 80	
Cornmeal, 24s, per bbl.	11 00	
Rolled oats, 80s	4 60	
Rice, Siam, cwt.	9 25	10 00
Rice, China mat.	4 70	4 95
Tapioca, lb.	0 14	0 14
Sago, lb.	0 14	0 14
Sugar, pure cane, granulated, cwt.	10 87	
Cheese, No. 1, Ontario, large	0 28	
Butter, creamery, lb.	0 49	
Do., dairy, lb.	0 35	0 40
Lard, pure, 3s, per case	18 90	
Eggs, new-laid, case	16 00	
Eggs, No. 1 storage, case	15 50	16 00
Candied peel, lemon, lb.	0 34½	
Do., orange, lb.	0 36½	
Do., citron, lb.	0 39½	
Tomatoes, 2½s, stand. case, spot	3 75	4 25
Corn, 2s, case	4 95	5 00
Peas, 2s, standard case	3 50	
Apples, gal's., Ontario, case	2 20	2 85
Strawberries, 2s, Ontario, case	8 50	8 50
Raspberries, 2s, Ontario, case	8 50	8 75
Cherries, 2s, red, pitted	6 40	
Apples, evaporated, 50s, lb.	0 18	
25s, lb.	0 18¾	
Apricots, evaporated, lb.	0 26	0 29
Peaches, evaporated, lb.	0 18	0 20
Peaches, 2s, Ontario, case	4 75	
Salmon, pink, tall, case	9 00	10 25
Salmon, Sockeye, tall, case		
Do., halves		
Potatoes, per ton	30 00	
Oranges, navel	14 00	
Oranges, Florida	10 00	
Lemons, case	14 00	
Grapefruit	7 50	8 00

Saskatchewan Markets

FROM REGINA, BY WIRE.

REGINA, Sask., Nov. 12.—There have been no noticeable changes in market conditions as a result of the announcement of signing of armistice. Apples are apparently plentiful on the market, a carload having arrived and some difficulty is being experienced in finding a sale. The Board of Trade are taking up the dried fruit situation with view to securing some for Western market. The orange and lemon shortage continues. Fresh eggs are retailing for 60c.

Beans, small white Japans, bu.	7 50
Beans, Lima, per lb.	
Flour, standard, 98s	5 57½
Molasses, New Orleans, gal.	0 75
Rolled oats, bails	4 85
Rice, Siam, cwt.	9 25
Sago, lb.	0 12½
Tapioca, lb.	0 15
Sugar, pure cane, gran., cwt.	10 69
Cheese, No. 1 Ontario, large	0 27½ 0 28
Butter, creamery	0 50
Lard, pure, 3s, per case	18 40
Bacon, lb.	0 47½
Eggs, new-laid	0 60
Pineapples, case	5 75
Tomatoes, 3s, standard case	4 50
Corn, 2s, standard case	4 85
Peas, 2s, standard case	3 60 5 20
Apples, gal., Ontario	2 40 2 75
Apples, evaporated, per lb.	0 19½
Strawberries, 2s, Ont., case	8 50
Raspberries, 2s, Ont., case	8 70
Peaches, 2s, Ontario, case	4 65

Plums, 2s, case	3 40
Salmon, finest Sockeye, tall, case	18 00
Salmon, pink, tall, case	9 25
Pork, American clear, per bbl.	40 75 41 00
Onions, ton	69 00
Potatoes, bushel	1 00
Apples, Washington, box	2 50 2 25
Pears, Washington, box	4 00
Grapefruit	7 50 8 00
Cranberries, bbl.	15 00

MAY EXPORT LINSEED PRODUCTS TO CANADA UNDER LICENSE

The United States War Trade Board, after consultation with the United States Food Administration and the Canada Food Board, announces in a new ruling that applications for licenses to export linseed oil cake or linseed oil meal to Canada will now be considered, when presented as follows:

Every application for an export license must have attached thereto a Canadian import permit, issued to the consignee by the Canada Food Board, Ottawa, for the importation of the quantity mentioned in the application for an export license.

Exporters, therefore, should obtain such Canadian import permits from their Canadian customers before making application to the United States War Trade Board for an export license.

U.S. PROPOSE TAX ON RETAILERS' SALES

One of the new suggestions for taxation in connection with the United States Government revenue bill is a sales tax of one cent on a dollar on all sales by wholesalers and jobbers. Another is a retailer tax of one cent on a dollar. These have been proposed by Senator Smoot and, according to the figures of the Senator, the first plan will produce revenue of \$3,500,000,000 and the latter \$1,250,000,000.

The first amendment is objected to, as it would lead to many annoyances in the transaction of business and in all probability would prove to be very unpopular.

In the ordinary course of trade, it was argued, it is not unlikely that many commodities would change hands five or six times from producer to consumer until the tax would be five, six, seven or even ten per cent. on the original first hand price.

"It is conceded by Senator Smoot that this amendment is hardly likely to be accepted by the committee. The tax of one cent on the dollar on retail sales is more likely to receive support. It would, like the other tax, be in principle a tax on the consumer—the man with the family to support—and it would not put any very heavy burden on those who enjoy wealth. But it is claimed that the tax would be as equitable as any that could be devised.



A specimen Christmas window decoration, demonstrating what can be done with a little pains.

TO INCREASE SALMON RUN

Dominion and British Columbia provincial officials are planning to make a fresh effort to revive the run of the pink salmon in the Fraser River, as an offset to the unfortunate interruption of the run when there were heavy landslides five years ago that depopulated the stream of sockeyes at the time of their "big run."

The pink salmon, formerly termed the humpback, have heretofore only run in the Fraser every other year. In

many northern coast streams the pink salmon run every year, and in some others they run as they do in the Fraser, every other year. An effort will now be made to establish a run every year.

Pink salmon eggs will be collected at northern streams and transferred to hatcheries on the Fraser, and the young liberated in that watershed. Provincial hatchery at Seton Lake will be used in this experiment for the stocking of the waters north of Hell's Gate canyon.

Since 1915 no pink salmon have been seen on any of the spawning beds of the Fraser above the Hell's Gate Canyon. It is hoped by the operation of the Seton Lake hatchery that the run to the upper section of the Fraser may be restored in the odd years and a run established in the even years.

Up to six years ago little value was attached to the runs of pink salmon in the streams of this province. With the decline of the pack of other grades and the increased demands for all classes of canned goods, caused by the war, a market has been created for pink salmon that cannot now be supplied.

The fact that runs of Pacific salmon have been established in New Zealand, and that pink salmon have been established in the streams of the State of Maine, is deemed sufficient evidence to warrant the conclusion that an annual run can be created in the Fraser every year.

BURN WATER INSTEAD OF COAL

Issued by the Ontario Fuel Administration.

Temperature recommended by the Ontario Fuel Administration for working and living-rooms, 64 F.

(64 is the "optimum" temperature, or the degree of heat, at which science agrees man is at his best)

Temperature recommended for sleeping-rooms, 56 F. or less.

"Make water warm you instead of burning an excessive amount of coal to do it," is the advice of the Ontario Fuel Administration in urging the importance of properly moistening the air in the home.

Dry air at 70 or 72 may feel cooler than moist air at 60°, the Administration declares. Moist air holds the heat longer and saves coal.

There are ten per cent. more deaths at a given temperature if the relative humidity is below 40 per cent. than if it is above 70 per cent.

Give the air a drink out of a pan instead

of off your skin. Evaporation from the skin renders one susceptible to colds, catarrh and other diseases of the respiratory organs.

As much, if not more, attention should be paid to the humidity reading as to thermometer reading. A hydrometer, as well as a thermometer, should be in the home.

The Department urges every householder to follow these simple rules for humidifying air in the homes:—

When the house is heated by stove, have a pan of water or a boiling kettle always on top.

If by warm air, see that the water retainer in the hot-air jacket of the furnace is always well filled. Place open pans of water near the registers.

In cases where steam or hot water systems are employed, provide humidifiers, or pans of water, for every radiator.

The average room may require a quart of water per day. Change water frequently.

HE DIDN'T ENJOY IT

A Dutchman, returning from a hunting expedition, was met by a friend, who, noting the flatness of his game bag said tauntingly: "Well, I see you've been hunting."

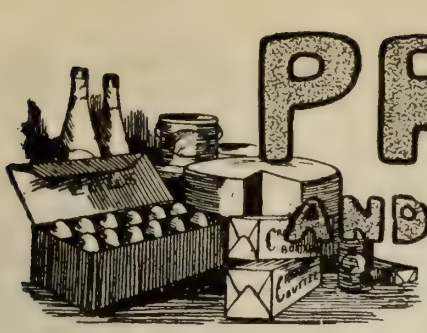
The luckless one nodded.

"Did you shoot anything?" persisted the friend.

"Vell," was the reply, "I shot my dawg."

"Shot your dog?" asked the friend in amazement. "Was he mad?"

"Vell, he wasn't so tam pleased," retorted the Dutchman.



PRODUCE AND PROVISIONS

Swelling Sales by Swift Service

Speed in Making Deliveries Built Big Business For Henry Gatehouse and Son — Six Swift Autos Make Five Deliveries Daily—Whole Island of Montreal Covered —Three Reserve Deliveries—Fresh Fish and Poultry Business of Big Proportions—Whetting Fish Demand Through Advertising

A REMARKABLE business has been developed for fresh fish and poultry by Henry Gatehouse and Son, Dorchester street, Montreal. Its success was built on the speed with which prime fish and poultry could be delivered to the busy housewife, ready for the oven or the frying pan. And the firm would no more think of permitting its swift service decline than it would of failing to give a customer courteous attention. For the foundation of the business has been unquestionably built on this quick delivery feature more than on any other one principle.

"It's Gatehouse Service"

It would be safe to say that the success of a fresh fish business depends upon the limiting of the time when the fish comes from the net and is delivered to the housewife's kitchen. For the more palatable this food, the more repeat sales will the seller be able to count. And the Gatehouse policy has been that of shortening this time between the fishing ground and its ultimate destination to the very fewest number of hours. For even an extra hour might mean loss.

In speaking with Mr. Gatehouse a few days ago, CANADIAN GROCER was impressed with the enthusiasm he had

for this business. Whether it is the policy of the firm or not that is responsible, Mr. Gatehouse is an enthusiast and devotes his time to the supervision of the receipt and delivery of his fish and poultry so that there will be no interference with the service so well established. In other words "Gatehouse Service" must never be permitted to lag.

Maintaining Fresh Fish

It is interesting to know how fresh fish was always maintained in such quantities as to meet the large trade of the store.

The secret of having fresh fish every day in the week, with larger supplies several times a week than on other days has been that of getting the fish forward by express, regardless of the cost. Mr. Gatehouse was very clear on the necessity of doing this. It was a matter of maintaining the trade that had been so carefully cultivated, and the cost of transportation never interfered with regular or special shipments. Not only were fish received every day fresh from the water, but often several shipments came to hand every day. This means considerable expense, of course, but the Gatehouse business has been long established and has grown proportionately

as the special service afforded the public became generally known.

From Depot To Store

"How do you arrange to get your supplies from the Express Co.," was asked of Mr. Gatehouse.

"We do not always depend on the delivery of the company. This is sometimes satisfactory, but we have shipments coming in so frequently, and there are sometimes so many late trains that we keep in communication with the express office by telephone often. If a shipment is delayed in this way we have one of our heavy auto trucks there to meet the train and to bring the fish direct to our store."

All Fish Are Cleaned

"We never send out fish that are not ready for the customer," said Mr. Gatehouse. There are men engaged to clean the fish as soon as received, and these men are trained for just this work. It may add slightly to the cost, but, as pointed out to the writer, the average housewife or even the maid will not clean a fish. They are quite willing to pay a little extra for this. And with the thousands of pounds of fish that are sold every week the cost of this added service is much reduced. In addition to this, the customer, having



The fleet of automobiles used by Henry Gatehouse to keep his delivery service up to a high mark of efficiency

nothing to do but wipe the fish off, and prepare it as she desires for the frying pan or the oven, has no memory of the unpleasant operation of scaling and cleaning, and is the more likely to use fish regularly several times a week. All filleting of fish is also done when this is necessary.

The All-Essential Delivery

The fish business then might be said to rest on the two essentials: freshness of fish in the first place, and swift delivery in the second. This quick service is maintained through the use of motor cars, and no fewer than six of them are used. The accompanying photograph graphically indicates the importance of this indispensable link between the store and the customer. Without it, and unless it were maintained on rigid schedule, the Gatehouse service would sometimes be sadly interfered with. For this reason, and with a view to meeting all emergencies, three additional cars are kept in reserve to respond at a hurry up call over the telephone in taking up the work of a disabled car immediately. For instance, these six cars start out in the morning at eight o'clock. One of them reaches the top of a hill in Westmount and an axle breaks. The driver calls the store. His trouble quickly explained, a reserve car is dispatched to the spot indicated; the load is transferred and the service continued. At most, perhaps no more than half an hour is lost, and, of course, such contingencies will happen even with the most important express train. This added provision for the unexpected has proved the part of wisdom in the general delivery policy. Seventeen horses used to be maintained and several are still in reserve if required.

As a further mark of completeness in the delivery scheme the city of Montreal is divided into six zones. In this way the central, eastern, western, the north and south districts, as well as those more remote are afforded a service that is prompt and unique. In fact it has been so well developed that Mr. Gatehouse proudly said, "We cover the whole Island of Montreal." And this is a service of which a storekeeper in Montreal might well be proud, for the Island of Montreal covers a great many square miles and contains probably three quarters of a million souls.

In furtherance of the plan to give efficient service and promptness, deliveries are made at 7, 9 and 11 a.m. and at 3 and 5 p.m. That is something that one would consider it hard to beat and yet—the inconsiderate public—well, some folk could never be satisfied, and Mr. Gatehouse has had his patience tried often enough. In a general way most customers are reasonable and the others want to complain even when they have no ground on which to stand.

The Biggest Sellers

In discussing the lines which bulked largest in sales, Mr. Gatehouse stated that haddock and cod had been the favorites for some time. They were reliable and of good flavor. The price was

reasonable and within reach, and when prepared ready for use, they met with real favor by the general trade of the store. Of course, a lot of halibut is sold but this fish had been somewhat scarce. It was not a matter of cost altogether, for the trade to which this store caters is a select one and it will pay for the kind of food it wants. It must ever be of the best and palatable. To send out a tainted fish would be as ruinous as to be discourteous to a patron.

Maintaining Help Problem

The question of help is one that has troubled every merchant more or less. This has been more serious the past few years than ever before. "I had three men short to-day," said Mr. Gatehouse. "They will perhaps come around in the morning, if they feel like it, and I am not in a position to make much complaint. For they will simply walk on to another position elsewhere. We cannot say too much to them if they are needed, and the class of men required on delivery cars cannot be readily picked up. They have to possess some knowledge of a car."

In this respect it might be also stated that the average salary of help has so increased as to make the overhead in wages break all records. This is why the retailer of to-day has an added anxiety when the help he does depend on too manifestly asserts its independence.

Palate-Whetting Advertising

An interesting side of the development of this fresh fish and poultry business is that of its palate-whetting advertising. CANADIAN GROCER was interested in this feature, for it had been observed that the policy followed was consistent, and the short and pithy messages in the daily papers had possessed an appeal to the prospective fish buyer—all their own.

"You may have noticed that our advertisements were not run for a time, and that some of them that were used did not have the real flavor to them that we wanted," said Mr. Gatehouse. "We had a young lady in our employ who wrote those for us. She was given the bare facts as to what we wished and then she wrote them, always managing to do so in a way that appealed to the public. She was called to go overseas, and then a change in her plans made it possible to re-engage her, so we can run the same class of 'ads' again."

Just look at one of the advertisements used—"Look Ahead for Thanksgiving." There is an irresistible appeal for any who enjoy fresh-killed ducks, roasting chickens, geese or turkey. And the timeliness of the appeal is also a feature, this advertisement appearing about a week before Thanksgiving. The power of suggestion bulks large in the store's advertising invariably, and that's the kind worth while.

If every first customer could be made a customer always, merchandising would be an attractive vocation. The Gatehouse way is a good one, for it is sig-

nificant to note that fully 80% of the business comes over the telephone. Four of these are at the disposal of the public and for a great part of the day they are almost constantly busy.

In this respect it is to be remembered that the importance of giving a high-grade service is vital. Supposing that a woman called for a fresh order of filleted fish. The order must be filled as carefully as though she were personally selecting the same. And in view of the fact that this business has expanded so considerably in the matter of "over-the-phone" business, it speaks unmistakably of the advantage in filling with extreme care all orders received.

UNITED STATES GOVERNMENT STORAGE REPORT SEPT. 1, 1918

Eggs:—Reports from 499 cold storages show that their rooms contain 6,237,118 cases eggs. Reports of 11 storages are not yet received. On the basis of previous reports their holdings for Sept. 1 are estimated as 37,853 cases. On Aug. 1 499 storages reported 6,571,656. The 468 storages that reported holdings on Sept. 1st of this year and last show a present stock of 6,202,239 cases as compared with 6,369,312 cases last year, a decrease of 167,073 cases or 2.6 per cent. The reports show that from August 1st to Sept. 1st the holdings decreased 5.3 per cent. of the amount held on August 1st, while the last report showed that during July the holdings increased 0.3 per cent. of the amount held on July 1st. Last year the decrease from August 1st to Sept. 1st was 7.7 per cent. and during July the increase was 4.5 per cent.

Frozen Eggs:—Reports from 211 cold storages show that their rooms contain 15,918,395 pounds frozen eggs. On the basis of previous reports their holdings for Sept. 1st are estimated as 21,775 pounds. On August 1st 199 storages reported 15,256,206 pounds. The 195 storages that reported holdings on Sept. 1st of this year and last show a present stock of 15,668,992 pounds as compared with 19,631,413 last year, a decrease of 3,962,421 pounds or 20.2 per cent. The reports show that from August 1st to Sept. 1st the holdings increased 3.6 per cent. of the amount held on August 1st, while the last report showed that during July the holdings increased 17.1 per cent. of the amount held on July 1st. Last year the increase from August 1st to Sept. 1st was 22.5 per cent. and during July the increase was 17.3 per cent.

BOWMANVILLE TO HAVE LARGE CAN PLANT

(Bowmanville, Nov. 12)

Bowmanville, Ont., on Tuesday carried the bylaw to loan \$50,000 to the Canadian Can Co. Operations are to begin at once. The new company will absorb the J. F. Ross Can Company, and the Hygienic Containers Company, both of Toronto. Mr. Ross, when spoken to regarding the matter, stated that he had nothing to say. Mr. Cook, of the Hygienic Containers Co. is out of town.

Produce, Provision and Fish Markets

THE MARKETS AT A GLANCE

LOWER prices are in evidence in some lines at least this week. Poultry has registered a decline affecting practically all lines, geese, turkeys, fowl, resulting in a scale of prices about two cents below former levels. Supplies are coming along very well and an improvement in quality is noticeable.

Fresh lake fish, herring, whitefish and trout have registered declines during the week, amounting to about one cent per pound. The demand for all lines is very active, and supplies coming to hand are ample to take care of demands of the trade.

Higher prices are in evidence on margarine in some quarters. Sales are good and no tendency towards lower levels is noticeable.

Fresh-made creamery butter is expected almost daily, now that Government commandeering of output of creameries has expired. The feeling seems to be that higher prices will rule, and in some quarters at least storage stocks of creamery will supply bulk of business for some time to come.

Cheese has advanced, and the market is very firm. Supplies have been none too plentiful, and the outlook seems to be for a further stiffening of prices.

Hogs Higher; Supplies Fair

Montreal.

PROVISIONS.—Higher prices are in evidence again this week on live hogs, whereas dressed hogs have gone lower in some quarters. The outlook seems to be for a fairly firm and steady market from now forward. The run shows some improvement, but all offerings are quickly absorbed. Dressed meats are very steady with a very good demand reported in most lines. Range of quotations follows:

Hogs, Dressed—		
Abattoir killed, small	25 50	26 00
Do., heavy, 225-275 lbs.		24 50
Hogs, live		18 25
Hams—		
Medium, smoked, per lb.—		
(Weights) 16-25 lbs.	0 35	0 36
Large, per lb. (wgh.) 25-35 lbs.	0 32	0 33
Bacon—		
Plain	0 43	0 44
Boneless, per lb.	0 46	0 47
Bacon—		
Breakfast, per lb.	0 43½	0 44
Roll, per lb.	0 33½	0 34½
Dry Salt Meats—		
Long clear bacon, ton lots.	0 29	0 29½
Long clear bacon, small lots.	0 29½	0 30
Fat backs, lb.	0 29½	0 30
Cooked Meats—		
Hams, boiled, per lb.	0 53	0 54
Hams, roast, per lb.		0 54
Shoulders, boiled, per lb.		0 46
Shoulders, roast, per lb.		0 48
Barrel Pork—		
Canadian short cut (bbl.)		\$56 00
Clear fat backs (bbl.)		58 00
Short cut clear pork (bbl.)		56 00
Heavy mess pork (bbl.)		53 00
Bean pork (bbl.)		52 00

Lard Rules

Firm; Active

Montreal.

LARD.—The market is very firm and outlook for a continuation of present basis for some little time. The demand is heavy at this season of the year and there is little opportunity of dealers ac-

cumulating a surplus. Quotations follow:

Lard, pure—		
Tierces, 400 lbs., per lb.		0 32
Tubs, 50 lbs.		0 32½
Pails, 20 lbs., per lb.		0 32¾
Bricks, 1 lb., per lb.		0 34

Shortening Rules

Firm, Unchanged

Montreal.

SHORTENING.—The undertone to the market is firm. The demand is good and supplies available are no more than ample for orders coming to hand. There has been no change in price recorded.

Shortening—		
Tierces, 100 lbs., per lb.	0 26½	0 26¾
Tubs, 50 lbs.	0 27	0 27¼
Pails, 20 lbs., per lb.	0 27¼	0 27½
Bricks, 1 lb., per lb.	0 28¼	0 28½

Outlook That

Margarine Will Hold

Montreal.

MARGARINE.—The outlook is for a firm and steady market on margarine. The demand has reached satisfactory proportions with supplies considered ample for immediate needs.

Margarine—		
Prints, according to quality, lb.	0 31	0 36
Tubs, according to quality, lb.		0 30

Butter Holds

Firm; Selling

Montreal.

BUTTER.—Butter holds firm at unchanged levels during the week. It is expected fresh made creamery will be available in a few days and tendencies point to higher prices. The demand generally is heavy and being met from ample stocks.

Butter—		
Creamery prints (storage)	0 50	0 51
Creamery solids (fresh made)	0 50	0 50
Dairy prints, choice		0 44
Dairy, in tubs, choice		0 42

Cheese Again

Higher; Moving

Montreal.

CHEESE.—Another 1c per pound has been added to price of cheese this week. This affects large, twins and Stilton and the undertone to the market is decidedly firm. Supplies are none too heavy with fairly good movement reported.

Cheese—

Large, per lb.		\$0 28
Twins, per lb.		0 28
Triplets, per lb.	0 27½	0 28
Stilton, per lb.		0 30
Fancy, old cheese, per lb.		0 30

Eggs Firm;

New-Laid Scarce

Montreal.

EGGS.—The undertone to the market is firm. New-laid are very scarce and high in price, though unchanged from last week's level. Prices range as follows:

New laid		0 70
Selects	0 53	0 54
No. 1	0 49	0 50
No. 2		0 47

Poultry Easier;

Prices Unchanged

Montreal.

POULTRY.—An easier feeling prevails in fancy poultry, though this has not yet resulted in any decline in price. Supplies are coming along fairly well, though some poor stock is still noticeable. Range of prices follow:

	Live	Dressed
Chickens, roast (3-5 lbs.)		\$0 38
Chickens, roast (milk fed)		0 43
Broilers (3-4 lb. pr.)		0 40
DUCKS—		
Brome Lake	\$0 46	\$0 47
Young Domestic	0 35	0 38
Turkeys (old toms), lb.	0 38	0 40
Turkeys (young)		0 40
Geese		0 30
Old fowls	0 34	0 36

Fish Very

Active; Prices Firm

Montreal.

FISH.—Fish are very active and all lines seem to be enjoying period of good demand. Prices are unchanged for the week, being determined on following basis:

SMOKED FISH		
Haddies (fresh cured)	0 15	0 16
Haddies, fillet	0 18	0 19
Smoked herrings (med.) per box	0 25	0 26
Smoked cod		0 15
Bloaters, per box 60/100	2 00	2 50
Kippers, per box 40/50	2 50	3 25
SALTED AND PICKLED FISH		
Haddock (per bbl.), 200 lbs.		16 00
Herring (Labrador), per bbl.	14 50	15 00
Herring (Labrador), ¼ bbls.	7 50	7 75
Herrings, No. 1 lake (100-lb. keg)		6 00
Salmon (Labrador) per bbl.	27 00	28 00
Do., tierces		38 00
Salmon (B.C. Red)		26 00
Sea Trout, red and pale, per bbl.	20 00	25 00
Sea Trout (¼ bbls.)	10 50	13 00
Green Cod, No. 1, per bbl. (med.)		21 00
Green Cod (large bbl.)		22 00
Mackerel, No. 1, per bbl.		32 00
Mackerel (¼ bbl.)		16 50
Codfish (skinless), 100-lb. box		16 00
Codfish, 2-lb. blocks (24-lb. case)		0 18
Codfish (skinless), blks. "Ivory"		
Brand, lb.		0 16
Codfish, boneless, lb. (according to package)	0 16	0 20
Codfish, shredded, 12-lb. box		2 50
Eels, salted	0 11	0 12

Pickled turbot, new, bbls.	17 00	18 00
Do., half barrels	7 50	8 50
Cod, boneless (20-lb. boxes), as to grade	0 14	0 18
Cod, strip (30-lb. boxes)	0 20	0 20
Cod, dry (bundles)	16 00	16 00

SHRIMPS, LOBSTERS, OYSTERS

Lobsters, medium and large, lb.	0 55	0 55
Prawns, lb.	0 40	0 40
Shrimps, lb.	0 35	0 35
Scallops, per gallon	4 00	4 00
Oysters—		
Malpeque shell (bbl.)	15 00	15 00
Malpeque, ordinary (11)	12 00	12 00
Bontouche, best	12 00	12 00
Ordinary, No. 1, gal.	2 75	2 75
Cape Cod shell oysters, bbl.	14 00	16 00
5 gal. (wine) cans	13 75	13 75
1 gal. (wine) cans	2 60	2 60
3 gal. (wine) cans	7 50	7 50
Oyster pails (pints), 100.	1 50	1 50
Oyster pails (quarts), 100.	2 10	2 10
Clams, med., bbl.	9 00	9 00

FRESH FROZEN SEA FISH

Herring, large sea, lb.	0 09	0 10
Herring, frozen, lake, lb.	0 07	0 09
Halibut	0 23	0 24
Halibut (medium)	0 24	0 24
Haddock	0 08	0 09
Mackerel	0 15	0 16
Cod—Toms, bbl.	4 00	4 00
Cod Steak, fancy, lb.	0 11	0 12
Salmon, red	0 20	0 23
Salmon, pale	0 15	0 16
Salmon, Gaspe	0 25	0 26
Swordfish	0 21	0 22

FRESH FROZEN LAKE FISH

Pike, lb.	0 11½	0 12
Perch	0 12½	0 13
Whitefish, lb.	0 15	0 16
Whitefish (small)	0 09½	0 12½
Lake trout	0 19	0 20
Eels, lb.	0 12	0 12
Doree	0 15½	0 16

FRESH FISH

Haddock	0 09	0 10
Steak cod	0 11	0 12
Market cod	0 07	0 08
Carp	0 09	0 10
Dore	0 19	0 20
Lake trout	0 19	0 20
Brook trout	0 45	0 45
Pike	0 12	0 13
B. C. Salmon	0 25	0 26
Salmon (Gaspe)	0 27	0 28
Gaspereaux, lb.	0 06	0 06
Western Halibut	0 25	0 26
Eastern Halibut (chicken)	0 23	0 23
Eastern Halibut (med.)	0 26	0 26
Flounders	0 08	0 10
Perch	0 10	0 10
Bullheads	0 15	0 15
Whitefish	0 19	0 20
Whitefish (small)	0 09½	0 12
Eels	0 16	0 16
Mackerel, lb.	0 15	0 16
Smelts, No. 1	0 17	0 18
Smelts, No. 2	0 11	0 12
Smelts, No. 2	0 12	0 13
Shad	0 15	0 16
Swordfish	0 25	0 25

Toronto.

Hogs Firmer;

Meats Steady

Toronto.

PROVISIONS.—After a period of declines and a week of uncertainty the market on live hogs firmed up towards the end of last week, and early this week was ruling pretty steadily at \$18.25 per cwt. fed and watered. The tendency seems to be now for a firm and steady market, with little chance of any recession from present basis. Little change is to be noted in the dressed meats. Supplies are somewhat better, but with the market stiffening on hogs again there is little opportunity for any marked declines. Some variation will be noted in boneless backs and long, clear bacon. These are easier by about 1c per pound.

Hams—		
Medium	0 38	0 39
Large, per lb.	0 34	0 35
Backs—		
Plain	0 46	0 48
Trimmed, with rib in	0 49	0 49
Boneless, per lb.	0 51	0 52
Bacon—		
Breakfast, per lb.	0 41	0 46
Roll, per lb.	0 33	0 35

Wiltshire (smoked sides), lb.	0 36½	0 37½
Dry Salt Meats—		
Long, clear bacon, av. 50-70, lb.	0 30	0 31
Do., aver. 70-100, lb.	0 30	0 30
Fat backs	0 32½	0 34
Cooked Meats—		
Hams, boiled, per lb.	0 53	0 55
Hams, roast, without dressing, per lb.	0 53	0 55
Shoulders, roast, without dressing, per lb.	0 50	0 52
Barrel Pork—		
Mess pork, 200 lbs.	49 00	52 00
Short cut backs, bbl., 100 lbs.	58 00	60 00
Pickled rolls, bbl., 200 lbs.	56 00	61 00
Hogs—		
Dressed, 70-100 lbs. weight	28 50	29 00
Live, off cars	18 50	18 50
Live, fed and watered	18 25	18 25
Live, f.o.b.	17 25	17 25

Lard Unchanged;

Easier Tendency

Toronto.

LARD.—There seems to be a little easier tendency in some quarters but this has hardly developed to a point where a quotable change is apparent. There seems to be little opportunity of accumulating any surplus, the demand keeping up to a very high level.

Lard, pure, tierces, 500 lbs. \$0 31½
In 60-lb. tubs, ¼-½c higher than tierces, pails ½-¾c higher than tierces, and 1-lb. prints, 1½-1¾c higher than tierces.

Firm Tone

Marks Shortening

Toronto.

SHORTENING.—Firmness rules in the shortening market, the demand keeping up to big proportions. Supplies are very good but no big surplus is reported. Price is unchanged.

Shortening, tierces, 400 lbs., lb., \$0 26
In 60-lb. tubs, ¼-½c per lb. higher than tierces; pails, *¾c higher than tierces, and 1-lb. prints, 1½-1¾c higher than tierces.

Toronto.

Margarine Firm,

Moving Freely

Margarine—

The market is very firm, in fact higher prices are in effect in some quarters. The demand is very good, supplies going forward freely, and this condition will, it is thought, continue for some little time. Range of quotations follows.

1-lb. prints, No. 1	\$0 33	\$0 35
Do., No. 2	0 31	0 33
Do., No. 3	0 27	0 28
Solids, 1c per lb. less than prints.		

Butter Holds;

Fresh-Made Coming

Toronto.

BUTTER.—The market holds firm and unchanged during the week on storage stocks. There is a good movement of butter to the trade and orders are being taken care of from ample stocks. Fresh made creamery will be available in a few days it is thought, and the tendency seems to be towards a higher level of prices.

Creamery prints	0 52	0 53
Creamery solids	0 52	0 52
Dairy prints, fresh separator, lb.	0 50	0 51
Dairy prints No. 1, lb.	0 48	0 48

Eggs Hold Firm;

Quality Poor

Toronto.

EGGS.—The undertone to the market is very firm. New laid are very scarce but no further change in price is recorded. The quality of eggs coming is stated to be very poor, there being so many held eggs that by the time these are

offered to dealers, grade has been seriously affected. Range of quotations is as follows:

Eggs—		
New-laid, in cartons, doz.	0 70	0 70
Do., extras	0 65	0 65
Storage, No. 1, doz.	0 52	0 58
Splits and No. 2, doz.	0 45	0 47

Stiffer Feeling

Prevail in Cheese

Toronto.

CHEESE.—The market seems steadily stiffer, and higher prices are in effect. Supplies are none too plentiful and the outlook seems to be for a very firm basis of quotations. The demand is very good.

Cheese—

New, large	0 27½	0 28
Stilton (new)	0 30	0 31½
Twins, ¼c lb. higher than large cheese. Trip-lets ½c lb. higher than large cheese.		

General Decline

Made in Poultry

Toronto.

POULTRY.—Lower prices are in effect practically all along the line this week, averaging a two cent decline. Supplies are coming along freely but grade could be better, though it seems to be improved from that offering a couple of weeks ago. Range of prices now in effect are:

Prices paid by commission men at Toronto:		Live		Dressed	
Ducks	.....	-\$0 22		\$.....	-\$.....
Geese	.....	0 16-	0 18		
Turkeys	.....	0 25			
Do., young	.....	0 29			
Roosters	.....	0 17-	0 19		
Hens, over 4 lbs.	.....	0 19			
Hens, over 5 lbs.	.....	0 25			
Hens, under 4 lbs.	.....	0 17			
Chickens, Spring, 2 lbs.	.....			
or over	.....	0 20-	0 23		
Squabs, dozen	.....	4 50			

Prices quoted to retail trade:

		Dressed
Hens, light	\$0 28	\$0 30
Do., heavy	0 33	0 35
Chickens, spring	0 36	0 38
Ducks	0 30	0 32
Turkeys	0 36	0 42
Geese	0 30	0 32

Lake Fish Go

Lower; Demand Good

Toronto.

FISH.—Fresh lake fish have declined during the week, lower prices being in evidence on herring, trout, and whitefish. Supplies of all lines are coming along splendidly and the demand represents a heavy volume of trading.

FRESH SEA FISH

Brills, dressed, lb.	0 10	0 11
Cod Steak, lb.	0 10	0 13
Do., market, lb.	0 09	0 10
Flounders, lb.	0 10	0 11
Flukes	0 15	0 15
Gaspereau, lb.	0 08	0 08½
Halibut, medium, lb.	0 22½	0 23
Do., chicken, lb.	0 21½	0 22
Do., large	0 21½	0 22
Haddock, heads on, lb.	0 09	0 10
Do., headless, lb.	0 10	0 11
Do., Scrod, lb.	0 08	0 08½
Herring, lb.	0 08	0 08½
Mackerel, lb.	0 14	0 16
Plaice, dressed, lb.	0 10	0 11
Smelts, lb.	0 12	0 23
Tomcods, lb.	0 05	0 05½

FRESH LAKE FISH

Herring, dressed, lb.	0 06½	0 07
Trout, lb.	0 13½	0 14
Whitefish, lb.	0 13½	0 14
SMOKED FISH		
Bloaters, 50 Count, box.	2 25	
Ciscoes, lb.	0 17	
Haddies, chicken	0 12	
Do., fillets, lb.	0 17	0 18
Do., Finnan, lb.	0 15	
Herring, Kipper, box	1 75	2 75
Shrimps, can	1 75	

FROZEN SEA FISH

Cod Steak, lb.	0 09½	0 10
Do., market, lb.	0 08½	0 09
Flat Fish, B.C., lb.	0 10	0 11
Haddock, lb.	0 08½	0 09
Mackerel, lb.		0 15
Halibut, lb.	0 22	0 23
Salmon, Cohoe, lb.	0 20	0 21
Do., Qualla, lb.	0 14	0 15
Do., Red Spring, lb.	0 24	0 25

FROZEN LAKE FISH

Mullets, lb.	0 06	0 06½
Pike, round, lb.	0 09	0 09½
Tulibees, lb.	0 09	0 09½
Whitefish, lb.	0 15	0 15½

DRY AND PICKLED FISH

Cod, Acadia Strip, box.	\$6 50
Do., Acadia Tablets, 1 lb., 20 to case.	4 00
Do., Acadia Tablets, 2 lb., 12 to crate.	5 25
Do., Halifax Shredded, box.	2 40
Herring, Labrador, bbl.	14 00
Do., Do., keg.	7 25
Do., Do., No. 4 size.	5 60
Do., Do., No. 2 size.	2 90
Imperial, 25 lbs., loose, lb.	0 13
Quail on Toast, 24 1-lb. tablets, lb.	0 14
Shrimps, headless, No. 1 size, tin.	1 50
Do., No. 3 size, tin.	4 20
Skinless Fish, 50s & 100s, lb.	0 15
Sea Trout, keg.	12 00
OYSTERS, No. 3 size package.	8 85
Do., No. 5 size package.	14 50
Do., per gallon.	3 10

FRASER RIVER FISHERIES IN PRECARIOUS POSITION

In the recent report to Hon. William Sloan, Commissioner of Fisheries for British Columbia, P. Babcock speaks very soberly respecting the present and future of the sockeye in the Fraser River. The report is based upon four weeks' inspection of the spawning grounds of the Fraser River basin.

"The Fraser is fished out," he states. "Conditions this year are even worse than they have been. None of the great lakes like Quesnel, Chilco, Seton and Anderson, Shuswap and Adams have any brood sockeye. Lilloet Lake, at the head of the Harrison Lake section, is the only one that has any number of spawn fish, and the run there will not equal those that spawned there four years ago."

Less than a dozen sockeye had reached Quesnel Lake up to September 5. The run in the Chilcotin River has been the smallest ever known there. The Indians have taken less than 1,000. No sockeye had reached Seton-Anderson lakes on September 9 or Shuswap-Adams lakes up to the 10th.

Smallest Run On Record

The run of sockeye through the Fraser Canyon above Yale, has been the smallest ever observed there. Indian fishermen there have taken not more than 1,500 sockeyes this year; those at Bridge River Canyon less than three hundred, and those at Chimney Creek and Soda Creek less than one hundred each. It is still too early to judge of the number that will spawn in the lower section of the Fraser. There is, however, no prospect that they will reach such proportions as to produce a run of commercial importance four years hence.

The following is Hon. Mr. Sloan's comment on Mr. Babcock's report:

"There is no question of doubt but that the sockeye run to the Fraser has been so depleted that fishing can no longer be conducted at a profit to either

the fisherman or the canners. The combined catch of sockeye this year in Canadian and United States waters of the Fraser district did not produce 70,000 cases. The watershed of the Fraser will, when adequately seeded, produce more sockeye salmon than any watershed known. In 1913 it produced 2,300,000 cases of sockeye. In the three following lean years it produced an average of but 267,000 cases per year. The catch of 1918, the first of the three lean years in the present cycle, has dropped to less than 70,000 cases, and now we know that there are no sockeye on the spawning beds this year. There is no getting away from such evidence, the fishery of the Fraser is in a precarious condition. It can not be restored with drastic measures. It can not be restored by half measures. If this is not now recognized on American side, it must be before very long. I have not yet been advised what the Canadian-American Commission, that took evidence here last spring, have determined upon. I understand they have reached a conclusion and signed a report, but I am not informed as to its character. The questions involved are international in character, and not provincial or state questions. They should be dealt with upon broad national lines, and in the interest of the people of Canada and the United States."

WHILE OTHERS LAUGH

Continued from page 26

the whole shipment. Incidentally, he made a nice profit out of the deal, sent the firm a draft in full, and everybody was happy. The manager afterward wrote him:—

"We had heard that you were a crank about religion. But if your recent conduct in selling off these honey pans is the way you show it, we sincerely hope a lot of other people will become the same kind of cranks."

When Root learned of the experiments in aerial navigation the Wright Brothers were making at Dayton, he went there to investigate. He got there just in time to see them make a try-out in which, for the first time in the history of the world, an airplane under motor power circled an aviation field and returned to the point of starting. Root rode around the course in an automobile with Miss Wright, the silent financial partner of the brothers, congratulated them on their success, and was among the first to recognize what they had achieved. He wrote an account of the trial trip for a scientific magazine, but the editor was skeptical and would not publish it. Later, when the Wrights had obtained recognition in Europe and Americans had to wake up and recognize them the editor of that same magazine wrote Root a letter of apology and sent him the paper for a year as a sort of peace offering.

Root's name appears in "Who's Who" and in the "Encyclopedia Britannica," and he is now known as the "grand old man of Medina." He is not obliged to work, and one would think that he would be perfectly willing to sit around in slippers and watch others toil. But that would not be A. I. Root! He will keep right on working until he cannot stand up, and then will call in a stenographer and dictate a lot of directions for others to carry out.

Only a year ago Root made another

venture by ordering some high-priced eggs, and he has been having a jolly time raising fancy chickens. If he had another life to live he would probably become the greatest hen raiser in the world. He knows all about hens, and it is amusing to hear him talk about bees, hens, war and religion, all in the same breath. He is also an expert gardener and florist.

But his big "hobby" just now is to show how the winds can be harnessed for the benefit of mankind. In his extensive reading he came across a new kind of windmill by which electricity could be generated for storage batteries.

"Ah, ha!" he exclaimed gleefully, as he hopped to it. "Just the thing for my electric automobile! I'll get a mill and make my own juice."

He carried the idea into effect last year at his winter home near Bradenton, Florida, by equipping his garage with a windmill for generating electricity. The windmill is of metal, fourteen feet across, and is hung on delicately adjusted roller bearings. There is a belt around the outer rim of the windmill which turns the wheel of the dynamo, only four inches in diameter. The dynamo is attached in such a way that it swings with the wheel when the wind changes. Wires carry the electricity down into the garage, where they can be connected directly with the batteries in the automobile, or with a permanent storage battery from which power may be drawn at pleasure. This wind motor is so adjusted that a very slight breeze will cause it to revolve; yet a heavy wind storm will not drive it more than twenty revolutions a minute.

During the time that the windmill was being put up, Root was industriously cultivating a half-acre potato patch in his back yard. By the time the mill was ready, Root dug his potatoes himself, piled them in market baskets, and hauled them to market in his electric auto with electricity generated by the wind. He sold his crop for over \$150, and invested \$100 in a Liberty Bond, while the rest he probably gave away to a church or Sunday school. This one Liberty Bond is just an incident, for his company buys them in large amounts with money brought in by the bees.

Root is very unconventional. He goes about in an ordinary suit with a cap on his head, and half the time the cap is down over one ear. On one occasion he got caught in Columbus without baggage and when he went to a hotel and applied for a room he was assigned to one of the fifty-cent variety and required to pay in advance. Root accepted the situation with a good-natured chuckle. He could probably have bought and sold the hotel and never missed the price.

Although nearing eighty years of age he bubbles with enthusiasm, new ideas and the desire to make experiments. His mind is still young. He is up to date in everything. He simply will not grow old.

"What will be the next great industrial development?" I asked.

"We are going to harness the winds for the development of power," he exclaimed. "Fuel is becoming a serious problem. Water-power sites are not always within reach, but we can always find wind. I put up my wind motor in Florida more to show what could be done than for any other reason. For a few hundred dollars a man can erect a windmill that will generate electricity to charge his automobile, grind corn, run a churn, a washing machine, or a shop, light his house and furnish heat, more or less. By storing the electricity in a stationary storage battery a fairly steady supply can be maintained for all purposes. My wind motor charged my automobile so thoroughly that I was able to run sixty miles on one charging."



Economical and Good—

The Sea Foods That Repeat

The extreme care we exercise in selecting and processing only the very choicest fish has made Brunswick Brand the choice of the most discriminating people.

Brunswick Brand Sea Foods

That is the reason of Brunswick Brand popularity. That is why people who buy Brunswick Brand once come again and often for further supplies.

Have your jobber stock you up.
Note the list below:

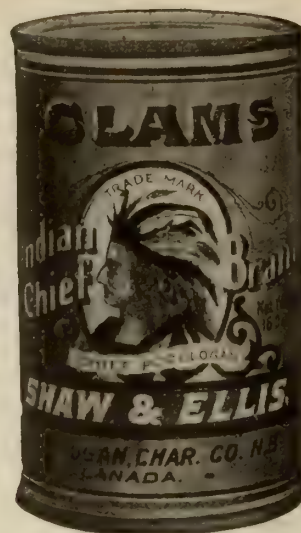
- ¼ Oil Sardines
- ¼ Mustard Sardines
- Finnan Haddies
(Oval and Round Tins)
- Kipperd Herring
- Herring in Tomato Sauce
- Clams



Connors Brothers Limited

Black's Harbor, N.B.

Canada Food Board License No. 1-603



INDIAN CHIEF BRAND CLAMS

Merit your strongest recommendation because they are sweet, wholesome and economical—just the right kind of sea food for you to handle—the kind that will please your trade and add to your profits through steady repeat selling.

Everything is done to guarantee the goodness of these delicious clams. They are put up the very day they leave the clam beds and sealed without either solder or acid. Thus they reach the customer's table with all their original delicacy and deliciousness.

You should display Indian Chief Brand regularly and connect with the sizeable profits that every sale produces.

Why not order a trial supply to-day?

SHAW & ELLIS POCOLOGAN, N.B.

Canadian Food Control License No. 1-718



Give Davies Pure Lard a prominent place in your store---and watch the result

YOU will find it creates a "rolling snowball" demand—a demand that grows bigger all the time.

It's just *pure lard*—nothing but extra-fine purified pork fat, scientifically processed and rendered, with nothing added and with every undesirable characteristic taken away.

The result—a pure, white, smooth lard of even texture—a lard which never fails to give the utmost satisfaction wherever it is used.

This is a product it will pay you to sell, because, being a quality line it not only establishes a good reputation for the dealer, but ensures a constant run of *repeat orders* gratifying alike to the merchant and to us.

If you haven't tried *Davies Pure Lard* we suggest you order a trial shipment right away—either through our Traveller when he calls—or by mail.

For family use Davies Pure Lard is put up in 1 lb. Sanitary Cartons and 3 lb., 5 lb. and 10 lb. Blue and Gold Pail

THE **DAVIES** COMPANY
WILLIAM LIMITED

MONTREAL

TORONTO

HAMILTON

Canada Food Board Packer's License No. 13-50



SELL FISH

A MOST PROFITABLE LINE
WHEN DISPLAYED IN A

FREEMAN FISH BOX

An attractive and efficient fixture. Displays your wares yet still keeps fish clean and fresh. Finished in either mission wood or white enamel—plate glass display top. Built just as good as all the Freeman fixtures.

Write for full descriptive catalogue.

Manufactured by

The W. A. Freeman Co., Limited

HAMILTON, ONTARIO

TORONTO BRANCH—114 York Street



RELEG

Pronounce "REAL EGG"

And it truly is a "Real Egg" Substitute, giving results as good as real eggs for every baking purpose.

Hand her "Releg" and recommend it. It is as dependable, as it is economical.

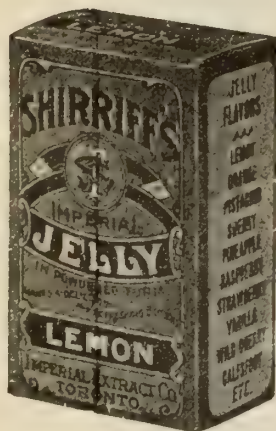
There are four different-sized packages. Send for a trial supply.

RELEG COMPANY, REG'D

34 King Street, Quebec, Canada

AGENTS: Loggie Sons & Co., Toronto—Angevine & McLaughlin, St. John, N.B.—W. H. Escott Co., Ltd., Winnipeg, Canada.

The Opportune Moment



Housewives, many of them, have not been able to put up as much preserved fruit as they will require.

This is due not only to the restrictions and higher prices on sugar, but to the scarcity of fruit.

This creates a business opportunity for you to sell more and more

Shirriff's Jelly Powders

Now is the time to introduce or emphasize to your customers afresh these economical yet delicious desserts. Their delightful sparkling colors make the family eager to taste them. There is a wide selection of delicious fruit flavors. Let us help you by supplying handsome window dressing material to make an attractive sales-winning display. Write us for particulars.

Imperial Extract Co., Toronto, Ont.

Canada Food Board License No. 14-91

You Want a Man

Then the first thing to be considered is the kind of man you are looking for.

Your business calls for a man of keen perception; an ambitious man; a man who looks to everything that helps him become efficient in the business he has chosen.

You need just such qualities in the man you are seeking, combined with specialization in your line, and the surest, quickest and most economical way to reach him is through the "WANT AD" columns of CANADIAN GROCER.

The man who takes time to study the pages of Canada's Only Weekly Grocery Paper is ambitious, progressive, has a good understanding of the grocery trade, and is more likely to fill your particular requirements than the haphazard man who never looks beyond to-day.

CANADIAN GROCER is the Trade Show Window for more than 5,300 grocers and their staffs in all parts of Canada. Your message will be read by these wide-awake business men and your choice will be from a select field.

Furthermore, the cost is indeed a small item.—2 cents a word first insertion, and 1 cent a word for each subsequent insertion. Five cents extra per insertion if replies are to be sent to Box No. in our care.

Send it right along now. Let CANADIAN GROCER find the man.

Canadian Grocer

143-153 University Avenue
TORONTO, ONTARIO



Handle the brands that have proved their quality and firmly established their reputation as "pure foods".

Of course, you handle

Windsor
Table Salt
Made in Canada

THE CANADIAN SALT CO., LIMITED

259

Do you need a good man?

Are you looking for a suitable partner, a wide-awake clerk, or an aggressive salesman?

Our Want Ad. Page is the most direct, the surest way to reach the man you want. The men who will read your ad. in the CANADIAN GROCER are men of ambition, keen-edged fellows—the very best class from which to select the man to fit in with your requirements.

And it only costs you two cents a word to talk to these men through a CANADIAN GROCER Want Ad. Just two cents a word to reach your man quickly!

Send along your ad. to-day. Forms close Tuesday each week. Rates: 2c word first insertion, 1c word each subsequent insertion; 5c extra for Box No. per insertion.

Send along your ad. to-day.

The Canadian Grocer

143-153 University Ave., Toronto

QUOTATIONS FOR PROPRIETARY ARTICLES

SPACE IN THIS DEPARTMENT IS \$65
PER INCH PER YEAR

BAKING POWDER

ROYAL BAKING POWDER

Size	Less than 10-case lots Per doz.
Dime	\$ 1 15
4-oz.	1 65
6-oz.	2 45
8-oz.	3 10
12-oz.	4 65
16-oz.	5 90
2½-lb.	14 60
5-lb.	27 35

F.O.B. Montreal, or F.O.B. jobbers' point, subject to jobbers' regular terms. Lots of 10 cases and over, less 2% discount; 1% barrel discount will be allowed when packed in barrels. Barrels contain 15 cases assorted sizes.

JAMS

DOMINION CANNERS, LTD.

"Aylmer" Pure Jams and Jellies. Guaranteed Fresh Fruit and Pure Sugar Only.

Screw Vac top Glass Jars, 16 oz. glass, 2 doz. case.	Per doz.
Blackberry	\$3 25
Currant, Black	3 90
Plum	2 90
Pear	3 15
Peach	3 15
Raspberry, Red	3 90
Apricot	3 25

DOMINION CANNERS, LTD.

CATSUPS—In Glass Bottles

1½ Pts., Aylmer Quality	Per doz. \$1 90
Pts., Aylmer Quality	2 35
Gallon Jugs, Aylmer Quality	Per jug. 1 62½
Pints, Delhi Epicure	Per doz. 2 70
1½ Pints, Red Seal	1 50
Pints, Red Seal	2 00
Qts., Red Seal	2 80

BAKED BEANS WITH PORK

Brands—Canada First, Simcoe, Quaker.

Individual Baked Beans, Plain	Per doz.
85s, or with Sauce, 4 doz. to case	\$0 95
1's Baked Beans, Flat, Plain, 4 doz. to case	1 15
1's Baked Beans, Flat, Tom. Sauce, 4 doz. to case	1 25
1's Baked Beans, Tall, Tomato or Chili Sauce, 4 doz. to case	1 35
1½'s (20-oz.) Plain, per doz.	1 65
Tomato or Chili Sauce	1 90
2's Baked Beans, Plain, 2 doz. to case	1 95
2's Baked Beans, Tom. Sauce, tall, 2 doz. to case	2 30
2's Baked Beans, Chili Sauce, tall, 2 doz. to case	2 30
1½'s Tall, Plain, per doz.	2 75
Tomato or Chili Sauce	3 20
Family, Plain, \$2.35 doz.; Family, Tomato Sauce, \$2.80 doz.; Family, Chili Sauce, \$2.80 doz. The above 2 doz. to case, 10's, 1½ doz. per case; Chili and Tomato Sauce, for hotel and restaurant use (gals.), \$12; plain, \$10.	

"AYLMER" PURE ORANGE MARMALADE

Tumblers, Vacuum Top, 2 doz. in case	Per doz. 2 00
12-oz. Glass, Screw Top, 2 doz. in case	2 40
16-oz. Glass, Screw Top, 2 doz. in case	2 95
16-oz. Glass, Tall, Vacuum, 2 doz. in case	2 95
2's Tin, 2 doz. per case	4 45

4's Tin, 12 pails in crate, per pail	0 76
5's Tin, 8 pails in crate, per pail	0 90
7's Tin or Wood, 6 pails in crate	1 26
30's Tin or Wood, one pail crate, per lb.	0 17½

BLUE

Keen's Oxford, per lb.	\$0 22
In cases 12—12 lb. boxes to case	0 21½

COCOA AND CHOCOLATE

THE COWAN CO., LTD.

COCOA—	
Perfection Cocoa, lbs., 1 & 2 doz. in box, per doz.	\$4 60
Perfection, ½-lb. tins, doz.	2 45
Perfection, ¼-lb. tins, doz.	1 35
Perfection, 10c size, doz.	0 95
Perfection, 5-lb. tins, per lb.	0 37
Supreme Breakfast Cocoa, ½-lb. jars, 1 & 2 doz. in box, doz.	2 75

(Unsweetened Chocolate)

Supreme Chocolate, 12-lb. boxes, per lb.	0 36
Supreme Chocolate, 10c size, 2 doz. in box, per box	1 80
Perfection chocolate, 10c size, 2 doz. in box, per doz.	0 90

SWEET CHOCOLATE— Per lb.

Eagle Chocolate, ½s, 6-lb. boxes	
28 boxes in case	0 33
Diamond Chocolate, ¼s, 6 and 12-lb. boxes, 144 lbs. in case	0 35
Diamond Chocolate, 8s, 6 and 12-lb. boxes, 144 lbs. in case	0 35
Diamond Chocolate, 7s, 6 and 12-lb. boxes, 144 lbs. in case	0 34
Diamond Chocolate, 7s, 4-lb. boxes, 50 boxes in case, per box	1 35

CHOCOLATE CONFECTIONS

Maple Buds, 5-lb. boxes, 30 boxes in case, per lb.	0 42
Milk Medallions, 5-lb. boxes in case, per lb.	0 42
Chocolate Ginger, 5-lb. boxes, 30 boxes in case, per lb.	0 45
Crystallized Ginger, 5-lb. boxes, 30 boxes in case, per lb.	0 45

6c. LINES

Toronto Prices	Per box
Filbert Nut Bars, 24 in box, 60 boxes in case	\$1 05
Almond Nut Bars, 24 in box, 50 boxes in case	1 05
Puffed Rice Bars, 24 in box, 50 boxes in case	1 05
Ginger Bars, 24 in box, 50 boxes in case	1 05
Fruit Bars, 24 in box, 50 boxes in case	1 05
Active Service Bars, 24 in box, 50 boxes in case	1 05
Victory Bar, 24 in box, 60 boxes in case	1 05
Queen's Dessert Bar, 24 in box, 60 boxes in case	1 05
Regal Milk Chocolate Bar, 24 in box, 50 boxes in case	1 05
Royal Milk Cakes, 24 in box, 50 boxes in case	1 05
Maple Buds, 6c display boxes, 6c pyramid packages, 6c glassine envelopes, 4 doz in box	2 00

10c LINES

Maple Buds, 10c, 1 doz. in box, 50 boxes in case, per doz.	\$0 95
Medallions, 10c, 1 doz in box, 50 boxes in case, per doz.	0 95

The Dayton Electric

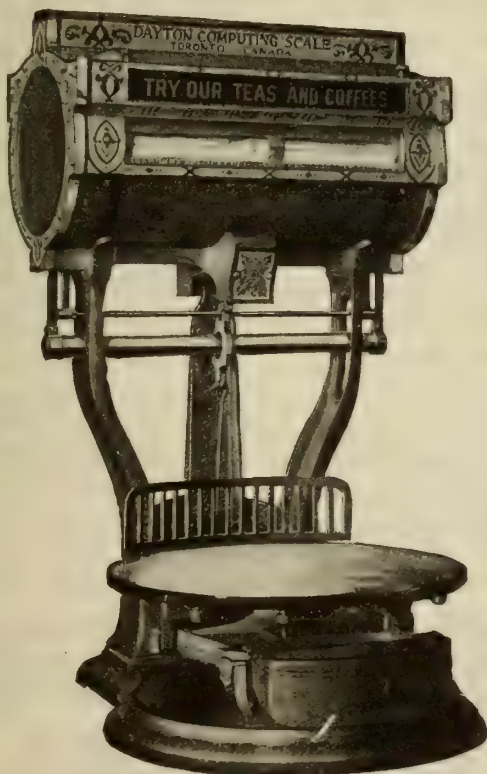
No Hand Operations. No Mental Operations. No Mistakes

If a man about twice as big as yourself came and lambasted you in the eye, say about once a week—well—you could get along, perhaps, because in between the blows there would be time to recover.

But if he did it every five minutes your business would soon come to a finish as far as you were concerned.

Consider a moment and see if the same argument does not apply to the man who uses the old type of scales. He can't give short weight. For one thing, the customers would not stand it; for another, he wants to be honest with them. The result is that nine times out of ten he gives overweight; it may be only a fraction of an ounce, but it is **overweight**.

A little matter, you think? Yes, if it only occurred once, but occurring every few minutes each day, the cumulative effect eats up the profits that he ought to get, and in these days of competition may mean a knock-out blow to his business.



The celebrated Dayton Electric advertises
your goods every time anything is weighed.
MADE IN CANADA.

The Dayton Computing Scale

prevents this absolutely. It shows merchant and customer the exact amount weighed, the exact value of the goods. The customer gets what she pays for. You get paid for what you sell. Both are satisfied.

It is the finest piece of scale mechanism ever devised. For fine or heavy weighing, sensitive, quick, accurate, durable, medium-priced, it surpasses in appearance any other on the market.

Write to-day for copy of our new catalogue.

Dayton Computing Scales

Royce and Campbell Avenues, Toronto, Ont.

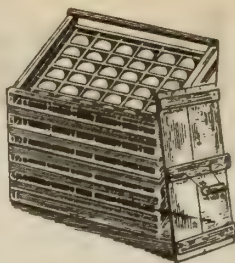
FRANK E. MUTTON
Vice-Pres. and General Mgr.

Division International
Business Machines Co. Ltd.

Also makers of International Time
Recorders and Hollerith Electric Tabulators

EGG CASE FILLERS and EXTRA FLATS

For
30 Doz.
Egg
Cases



And
12 Doz.
Egg
Crates

The 12 Dozen Crate

THE MILLER BROS. CO., LTD., 20-38 Dowd St.
Montreal, Que.



Oakey's "WELLINGTON" KNIFE POLISH

The original and only reliable preparation
for Cleaning and Polishing Cutlery,
etc.

John Oakey & Sons, Ltd.

Manufacturers of Emery Cloth,
Black Lead, Glass Paper, &c.

LONDON, S.E., ENGLAND

AGENTS:

Geo. B. Jenkinson, 43 Queen St. East,
Toronto, and J. E. Huxley & Co., 220
McDermid St., Winnipeg.

OYSTERS AND FISH

Get in touch with me for

XXX Oysters
Smelts
Frozen Herring
Frozen Mackerel

Fish is the food of the moment.

EMILE PATUREL

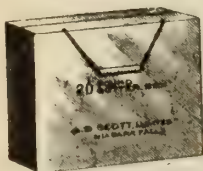
SHEDIAC, N.B.

License No. 1-748.

MR. GROCER

Here's a Butter Box

with a real idea
back of it!



Convenient — Collapsible —
Secure. Just such a con-
tainer as farmers, motor-
ists and visitors to the
country will thoroughly ap-
prove of.
Can be had in the following
sizes: 3, 5, 10, 20, 30 and
45 lb. sizes.
You can win good extra
business and extra profits
by showing a little display
of these Butter Boxes in
your store.

Write for quotations.

A. B. SCOTT, LIMITED
NIAGARA FALLS, CANADA

CALIFORNIA FRUIT CANNERS ASSOCIATION

CALIFORNIA RIPE OLIVES DEL MONTE BRAND

Size—

2½-quart Tall Cylinder Can
No. 1 Pint Cylinder Can....
No. 16 Jar
No. 4 Jar
No. 10 Can

YUBA BRAND

2½-quart Tall Cylinder Can.
No. 1 Pint Cylinder Can....
No. 10 Can
Picnic Can

BORDEN MILK CO., LTD., CONDENSED MILK

Terms, net, 30 days.

Eagle Brand, each 48 cans...\$9 00
Reindeer Brand, each 48 cans. 8 70
Silver Cow, each 48 cans... 8 15
Gold Seal, Purity, each 48 cans 8 00
Mayflower Brand, each 48 cans 8 00
Challenge Clover Brand, each
48 cans 7 50

EVAPORATED MILK

St. Charles Brand, Hotel, each
24 cans\$6 40
Jersey Brand, Hotel, each 24
cans 6 40
Peerless Brand, Hotel, each 24
cans 6 40
St. Charles Brand, Tall, each
48 cans 6 50
Jersey Brand, Tall, each 48
cans 6 50
Peerless Brand, Tall, each 48
cans 6 50
St. Charles Brand, Family,
each 48 cans 5 50
Jersey Brand, Family, each
48 cans 5 50
Peerless Brand, Family, each
48 cans 5 50
St. Charles Brand, small, each
48 cans 2 60
Jersey Brand, small, each 48
cans 2 60
Peerless Brand, small, each 48
cans 2 60

CONDENSED COFFEE

Reindeer Brand, large, each
24 cans\$6 00
Reindeer Brand, small, each
48 cans 6 25
Regal Brand, each 24 cans... 5 65
Cocoa, Reindeer Brand, large,
each 24 cans 6 00
Reindeer Brand, small, 48 cans 6 25

CARNATION MILK PRODUCTS CO., LTD.

All points east of and including
Fort William, in Ontario, Quebec
and Maritime Provinces.

EVAPORATED MILK

	Per Case
Carnation, 16-oz., talls (48 cans per case)	6 40
Carnation, 6-oz. baby (96 cans per case)	5 40
Canada First, 16-oz. talls (48 cans per case)	6 25
Canada First, 6-oz. baby (48 cans per case)	2 60
Canada First, 12-oz. family (48 cans per case)	5 50
Canada First, 32-oz. hotel (24 cans per case)	6 15

W. CLARK, LIMITED. MONTREAL.

Compressed Corn Beef—½s, \$2.90;
1s, \$4.45; 2s, \$9.25; 6s, \$34.75;
14s, \$80.
Lunch Ham—1s, \$6.45; 2s, \$13.50.
Ready Lunch Beef—1s, \$4.45; 2s, \$9.
English Brawn—½s, \$2.90; 1s,
\$4.95; 2s, \$9.90.
Boneless Pig's Feet—½s, \$2.90; 1s,
\$4.95; 1s, \$9.90.
Ready Lunch Veal Loaf—½s, \$2.40;
1s, \$4.45.
Ready Lunch, Beef-Ham Loaf—½s,
\$2.40; 1s, \$4.45.
Ready Lunch Beef Loaf—½s, \$2.40;
1s, \$4.45.
Ready Lunch Asst. Loaves—½s,
\$2.45; 1s, \$4.50.
Geneva Sausage—1s, \$4.95; 2s, \$9.45
Roast Beef—½s, \$2.90; 1s, \$4.45;
2s, \$9.25; 6s, \$34.75.
Boiled Beef—1s, \$4.45; 2s, \$9.25; 6s,
\$34.75.
Jellied Veal—½s, \$2.90; 1s, \$4.45;
2s, \$9.

Cooked Tripe—1s, \$2.45; 2s, \$4.45.
Stewed Ox Tail—1s, \$2.45; 2s, \$4.45.
Stewed Kidney—1s, \$4.45; 2s, \$8.95.
Mince Collops—½s, \$1.95; 1s, \$3.75;
2s, \$6.95.

Sausage Meat—1s, \$4, 2s, \$7.75.
Corn Beef Hash — ½s, \$1.95; 1s,
\$3.70; 2s, \$5.45.

Beef Steak and Onions—½s, \$2.90;
1s, \$4.45; 2s, \$8.45.

Jellied Hocks—2s, \$9.95; 6s, \$29.80;
Irish Stew—1s, \$3.45; 2s, \$6.75.

Cambridge Sausage—1s, \$4.45; 2s,
\$8.45.

Boneless Chicken — ½s, \$5.90; 1s,
\$8.95.

Boneless Turkey — ½s, \$5.90; 1s,
\$8.95.

Ox Tongue—½s, \$3.85; 1s, \$7.95;
1½s, \$12.45; 2s, \$15.95; 2½s,
\$17.50; 3½s, \$27; 6s, \$45.

Lunch Tongue—½s, \$3.45; 1s, \$6.75;
2s, \$15.50.

Tongue Lunch—1s, \$6.75.

Beef Suet—1s, \$4.90; 2s, \$8.50.

Mince Meat (Tins)—1s, \$2.95; 2s,
\$4.45; 5s, \$12.95.

Mince Meat (Bulk)—5s, 23c; 10s,
22c; 25s, 21c; 50s, 20c; 85s, 20c.

Chateau Brand Pork and Beans,
with Tomato Sauce—Ind., \$1.10;
1s, \$1.75; 2s, \$2.55; 3s, \$3.85.

With Plain Sauce—Ind., \$1; 1s,
\$1.65; 2s, \$2.40; 3s, \$3.40.

Chateau Brand Concentrated Soups
—Celery, 1s, \$1.25; Consommé,
1s, \$1.25; Green Peas, 1s, \$1.25;

Julienne, 1s, \$1.25; Mulligatawny,
1s, \$1.25; Mutton Broth, 1s, \$1.25;

Ox Tail, 1s, \$1.25; Peas, 1s, \$1.25;
Scotch Broth, 1s, \$1.25; Vegeta-

table, 1s, \$1.25; Chicken, 1s,
\$1.65; Mock Turtle, 1s, \$1.65; To-

mato, 1s, \$1.65; Vermicelli To-

mato, 1s, \$1.35; Assorted, 1s,
\$1.35; Soups and Bouilli, 1s,
\$1.50.

Clark's Pork and Beans, Tomato
Sauce, Blue Label—Ind., 95c; 1s,
\$1.25; 1½s, \$1.90; 2s, \$2.30; 3s,
flats, \$2.95; 5s, talls, \$3.35; 6s,
\$12; 12s, \$20.

Plain Sauce, Pink Label—Ind.,
85c; 1s, \$1.15; 1½s, \$1.65; 2s,
\$1.95; 3s (flats), \$2.50; 3s (talls),
\$2.95; 6s, \$10; 12s, \$18.

Chili Sauce (red and gold label)—
Ind., 95c; 1s, \$1.25; 1½s, \$1.90;
2s, \$2.30; 3s (flat), \$2.95.

Vegetarian Baked Beans and To-
mato Sauce—2s, \$2.25.

Sliced Smoked Beef—½s, \$2.35; 1s,
\$3.45; 4s, \$24.

Canadian Boiled Dinner—1s, \$2.45;
2s, \$5.95.

Army Rations—Beef and Vegetables,
1s, \$3.45; 2s, \$5.95.

Spaghetti with Tomato Sauce with
Cheese—½s, \$1.85; 1s, \$2.50; 2s,
\$4.30.

Tongue, Ham and Veal Pates—½s,
\$2.25.

Ham and Veal Pates—½s, \$2.25.

Smoked Vienna Style Sausage—½s,
\$2.45.

Pate De Foie—½s, 75c; 1½s, \$1.40.

Plum Pudding—½s, \$2.45.

Potted Beef Ham—½s, 75c; 1½s,
\$1.40.

Beef—½s, 75c; 1½s, \$1.40.

Potted Tongue—½s, 75c; 1½s, \$1.40.

Potted Game (Venison)—½s, 75c.

Potted Veal—½s, 75c; 1½s, \$1.40.

Potted Meats (Assorted)—½s, 80c;
1½s, \$1.45.

Devilled Beef Ham—½s, 75c; 1½s,
\$1.40.

Devilled Tongue—½s, 75c; 1½s,
\$1.40.

Devilled Veal—½s, 75c; 1½s, \$1.40.

Devilled Meats (Assorted)—½s, 80c,
1½s, \$1.45.

In Glass Goods

Fluid Beef Cordial—20 oz. bottle,
\$10; 10 oz., \$5.

Ox Tongue — 1½s, \$14.50; 2s,
\$17.50.

Lunch Tongue—1s, \$9.95.

Sliced Smoked Beef—½s, \$1.75;
1½s, \$2.85; 1s, \$4.15.

Minced Meat—1s, \$3.45.

Potted Chicken—½s, \$2.35.

Ham—½s, \$2.35.

Tongue—½s, \$2.35.

Venison—½s, \$2.35.

Chicken Breast—½s, \$9.95.

Tomato Ketchup—8s, \$2.25; 12s,
\$2.80; 16s, \$3.50.

Peanut Butter—½s, \$1.45; 1½s,
\$1.95; 1s, \$2.45; in pails, 5s, \$3c;
12s, 31c; 24s, 30c; 50s, 30c.

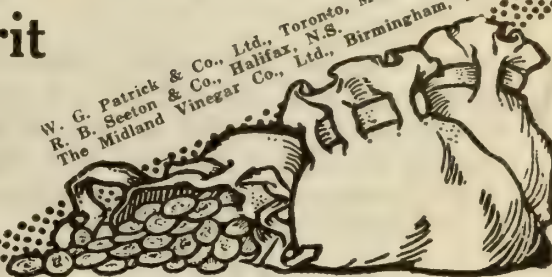
If any advertisement interests you, tear it out now and place with letters to be answered.

H. P. SAUCE

Sells by merit

Our world-wide advertising helps the sales—every advertisement brings customers for the **first time**—but it's the merits of H. P. Sauce which make its sales progressive.

W. G. Patrick & Co., Ltd., Toronto, Montreal, etc.
R. B. Seaton & Co., Halifax, N.S.
The Midland Vinegar Co., Ltd., Birmingham, Eng.



Ask for

Baines



Confections

Manufactured by

Canada Maple Exchange, Limited, Montreal

License No. 11-499

**When Writing to Advertisers Kindly
Mention this Paper.**

Man Left You, Did He?

And for the life of you you don't know where to find another to replace him. Well, our advice to you—and it's good advice—is: Find him by advertising—a small, condensed advertisement in CANADIAN GROCER.

If you wanted a blacksmith, we wouldn't recommend CANADIAN GROCER, but when it comes to finding a man for the grocery business, honestly we don't know of a better or cheaper way of finding him than the use of CANADIAN GROCER.

The way to find the man you want is to look for him where he is likely to be found—in the grocery business.

Rate is 2 cents a word first insertion and 1 cent per word each subsequent insertion. Five cents additional per insertion when replies are to be sent to Box Number in our case.

Send your advertisement and remittance to

Canadian Grocer Want Ads.

143-153 University Avenue
TORONTO

If any advertisement interests you, tear it out now and place with letters to be answered.

"The Power of the West"

AS soon as peace is in sight, politics will again come into play in Canada and then the West may hold the balance of power. Such is the prediction made by J. K. Munro, special political writer, in November MACLEAN'S. He thinks that the Western tail may wag the Canadian dog and that this explains why statesmen and others are trying to-day to get both hands on the tail. An outspoken article—incisive, humorous, fearless, unbiased. Read it—"The Power of the West."

Germany Should Pay Canada's War Debt

Had Germany won the Junkers intended to seize and divide Canada. Writing in the November issue of MACLEAN'S MAGAZINE, Lieut-Col. J. B. Maclean contends that the war debt we have piled up should be paid in cash by Germany as one of the peace terms. He makes a vigorous presentation of Canada's case.

Chronicles of the Klondyke

The real story of the great gold boom is being told for the first time by E. Ward Smith, who was treasurer, assessor, clerk and tax collector of Dawson City during the Yukon stampede. His series starts with "My Recollections of Early Strikes"—Strange stories of how men stumbled on tremendous fortunes in the frozen North. The author knew everyone in the Klondyke and saw everything that went on at first hand.

Bright Stories—Vital Articles—Famous Writers

The important articles and the big stories that are being written in Canada by the best Canadian writers are always found nowadays in MACLEAN'S. Here's a partial list of the November bill:—

The Minx Goes to the Front

C. N. and A. M. Williamson

Better Dead—The Silly World of the Spiritualists

Stephen Leacock

The Strange Adventure of the Staring Canvas

Arthur Stringer

Family Pride - Theodore Goodridge Roberts

The Three Sapphires - W. A. Fraser

The Life of Mary Pickford - Arthur Stringer

We Must Tighten Our Belts - Henry B. Thomson (Chairman, Canada Food Board)

Lenix Ballister—Detective - A. P. McKishnie

Business Outlook - Investment Situation

Women and Their Work - Books of the Month

World Happenings in a Nutshell.—"Review of Reviews Dept."

The periodicals of the world are searched to get the best articles on current events. For instance, November MACLEAN'S contains: The Starving of Lille, The True Story of the Jameson Raid, Germany's Fleet Will Come Out? Mysterious New City in France, The Woman Who Caused Russia's Defeat, Hypnotism Cures Shell Shock, How Turkey Planned to Butcher British, Queen Mary is Accomplished Letter Writer, Why Palestine Was Captured.

Buy an *Extra Copy* for Husband, Brother, Friend, and Send Overseas

Over 60,000 Canadian Families Buy

MACLEAN'S

"CANADA'S NATIONAL MAGAZINE"

NOVEMBER ISSUE

Now On Sale
At All News Dealers

20c Per Copy. \$2.00 Per Year.

Dealers who have not been handling MACLEAN'S should secure copies at once from their nearest Wholesaler.

FLORIDA ORANGES

We handle only the best Packs. Our first cars now in stock, the Famous

PARSON BROWNS

The best Orange shipped from Florida.

California Red Emperor Grapes

In kegs and Lug Boxes. Fine dry stock. Quality pack.

On account of heavy rains in California will probably be last of season.

ALSO BEST QUALITY IN

Florida Grape Fruit, California Lemons, British Columbia and Canadian box Apples.

The House of Quality The Firm for Service
Established 1861

HUGH WALKER & SON

Guelph, Ontario

Canadian Food Control, License Nos. 3-090, 3-204.

GRAPES

Extra Fancy Red Emperors. Fresh car this week. Drums and Lugs.

FLORIDA ORANGES

The Best Obtainable.
Prices considerably lower.

GRAPE FRUIT

Just received a car of beautiful, juicy stock. Prices right. Demand good.

PEARS

Extra Fancy Oregon Anjous.

CRANBERRIES

Last car of the season. Finest Late Reds. Best keeping variety.

APPLES

All varieties, in barrels and boxes. Ontario, Nova Scotia and Western stock.

POTATOES AND VEGETABLES

In carloads or less.

DUNCANS LIMITED

NORTH BAY, ONT.

Branches at SUDBURY, COBALT, TIMMINS

Canada Food Board License No. 151

Florida Grape Fruit

Now In Its Prime

In fact it has never been finer at this season of the year.

Sizes are splendid and price very moderate.

Florida and Valencia Oranges

Malaga Grapes

New Cocoanuts from Jamaica

WHITE & CO., LTD.
TORONTO

Phone M. 6243

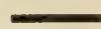
Canada Food Board License No. 277

WETHEY'S

Mince Meats

(both Condensed and Bulk)

always lead



*When buying
insist
on this brand*

Canada Food Board License No. 14-128

The Keenest General Merchant

cannot keep posted on the rapid Grocery Market changes of these days just by comparing travelers' prices. Travelers call less often now. Grocery markets change more often.

General merchants everywhere find in CANADIAN GROCER the early, regular and reliable market information they require.

"I don't know what I would do without CANADIAN GROCER, especially in these days when prices of groceries are changing every week," writes G. H. Thompson, Oil Springs, Ontario. (He has subscribed to CANADIAN GROCER for eighteen years).

"I consider CANADIAN GROCER worth all of \$3.00 and more in these times of changing markets," writes J. A. Quenneville, Desaulniers, Ont.

CANADIAN GROCER will come to you every week with the latest market information, and much more that you can turn into money, if you decide to follow the "lines of action" you see here ready for your signature right now.

The MacLean Publishing Co.,
153 University Ave., Toronto.

Send me CANADIAN GROCER, beginning with current issue. I will pay you subscription price, \$3.00 per year, on receipt of bill.

Name.....

Address.....

C.G.

INDEX TO ADVERTISERS

A

Acadia Sugar Co. 4

B

Babbitts (W. H. Dunn & Co.) 2
Bain, Donald H., Co. 9
Borden Milk Co. 1
British Columbia Hop Co. 2
Business Systems 56

C

Canada Maple Exchange 49
Canada Nut Co. 12
Canadian Wood Products 7
Clark, W., Ltd. 3
Connors Bros. 42
Chilliwack Evaporating & Packing Co. 13
Cockburn Co., F. D. 9
Canadian Salt Co. 46
Clayoquot Sound Canning Co. 12

D

Davies, Wm., Co. 43
Dayton Scale Co. 47
Defiance Packing Co. 13
Duncans, Ltd. 53

E

Eckhardt, H. P., & Co. 51
Eddy, E. B., Co. 5
Egg-O Baking Powder 15
El Roi-Tan, Ltd. 12
Elliott, W. F. 10
Escott, W. H., Co. 8
Estabrooks, Ltd., T. H. 15

F

Fairbanks, N. K., Ltd.
Inside back cover
Freeman & Co., J. L. 11
Freeman Co., W. A. 44
Furnivall-New, Ltd. 1

G

Gaetz & Co. 11
Genest, J. R. 11
Gillespie Co., The Robt. 12
Grant, C. H. 9
Gray, John, & Co. Inside front cover

H

Hargraves, Canada, Ltd.
Inside front cover
Hart, C. B., Reg. 11

I

Imperial Rice Milling Co. 13
Imperial Extract Co. 44

J

Jones, C. & J. 10

K

Kavanagh Co. 55

L

Lambe, W. G. 10
Lemon Bros. 10
Little Bros., Ltd. 12

M

MacIure, A. M., & Co. 9
Mackay Co., Ltd., John 11
MacLeod & Co., D. J. 9
MacIure & Langley 10
Magor, Son & Co., Ltd. 16
Malcolm Condensing 16
Mann, C. A., & Co. 55
Marsh Grape Juice Co. 11
Marshall, H. D. 11
McBride Bros. 2
Miller Bros. Co. 48
Midland Vinegar 49

N

Nagle & Co., N. (Volpeek) ... 56
Nelson, C. J. 12
Nootka Packing Co. 13
Nutrient Food Co. 55

O

Oakeys, John, & Son, Ltd. 48
Oury Millar Co. 4

P

Patrick, W. G., & Co. 10
Paturel, Emil 48
Pennock, H. P., & Co., Ltd. ... 8
Perry, H. L., & Co. 8
Pullan, E. 55
Pure Gold Mfg. Co., Ltd.
Front cover

R

Releg Co., Ltd. 41
Rock City Tobacco Co.
Inside back cover
Rose & Lafamme, Ltd. 11

S

Scott, Ltd., A. B. 48
Scott-Bathgate Co., Ltd. 8
Shaw & Ellis 42
Spratts, Limited 52
Schofield & Beer 11
Smalls Ltd. Back cover

T

Tobin, J., & Son 56
Toronto Salt Works 55
Trent Mfg. Co. 55
Thompson, E. B. 55
Thompson & Co., G. B. 9
Turton, J. E. 11
Toronto Pottery Co. 55

V

Vogans, Ltd. 55

W

Walker, Hugh, & Son 53
Watford Mfg. Co. Inside front cover
Watson & Truesdale 9
Wethey, J. H., & Co. 53
White & Co. 53
White Cottell's 55
Williams Storage Co. 9
Woods, Walter, & Co. 52

BUYERS' DIRECTORY

Latest Editorial Market Information and Guide to Buyers.

Vogan's

Overseas
CAKE

Put up in one pound packages.

Order from your jobber to-day.

VOGANS, LIMITED TORONTO



JARS AND
BUTTER CROCKS

Are needed in every household.
We can supply you with the kind
that sells. Write for price list
now to

The Toronto Pottery Co.
LIMITED
Dominion Bank Bldg., Toronto

We are now located in our new and more
spacious warehouse at

60-62 JARVIS ST.

TORONTO SALT WORKS

GEO. J. CLIFF

WHITE COTTELL'S
BEST ENGLISH MALT VINEGAR
QUALITY VINEGAR
WHITE COTTELL & CO.
Camberwell, London, England
Agent:
W. Y. COLCLOUGH, 53 Silver Birch Avenue
TORONTO

MARKET BRIEFS

Coffee is again an interesting topic this week. New York markets recorded an advance equivalent to 5c per pound from Thursday week to Tuesday of this week in Santos, making price highest since 1878.

The arrival of the first direct shipment of coffee and cocoa from South America to Canada is reported. The steamer arrived the latter part of last week at St. John, N.B., carrying 20,000 bags coffee and 30,000 bags cocoa. This will, it is intimated, no more than replenish depleted stocks.

A general revision in prices of all coffees has been made.

Dates are now definitely included in the list of dried fruits on which embargo applies. This shatters the hopes expressed amongst the trade that some of these might be forthcoming.

Higher prices on teas are looked for in some quarters. The demands to be met from starving Europe will, it is thought, result in a stiffening of prices. What may happen to Java teas is unknown, but it seems possible that shipments will be made direct to Holland and country there supplied before other markets are considered.

MINCEMEAT

Write, wire or telephone for quotations for prompt or fall delivery.

E. B. THOMPSON

20 Front Street East, Toronto

Every Hundred Dollar Bond makes a Hun-"dred" more.

This space donated to winning the War by

The TRENT MFG. CO., Ltd.
TRENTON - - - ONTARIO

CHOCOLATTA

contains chocolate, milk and sugar in powdered form.

Makes a delicious drink served hot or cold. Suggest it to your customers for Home and Overseas.

NUTRIENT FOOD CO., TORONTO

DRING SAUSAGE

Montreal and Quebec Province Grocers, attention—We are the only manufacturer of this most delicious sausage. We deliver in lots of 5 lbs. or more, to all Montreal Grocers and Butchers.

KAVANAGH PROVISION CO.,
372 Bleury Street, Montreal

Telephones: Uptown 4620-4621, Night Up, 1980. Canada Food Board License No. 9-960

SUGAR BAGS

With or Without Liners

E. Pullan, Toronto

Now all together and over the top

Buy Victory Bonds to the limit

C. A. MANN & CO.
POULTRY, BUTTER, EGGS, ETC.
LONDON, ONTARIO

Canada Food Board License 7-078

These one-inch spaces
only \$1.25 per insertion
if used each issue in the
year.

All these ads will have
position on a live page
each week containing
reading matter.

Wanted

CLASSIFIED ADVERTISING

Advertisements under this heading 2c per word for first insertion. 1c for each subsequent.

Where replies come to our care to be forwarded, five cents must be added to cost to cover postage, etc.

WANTED

DEAD STOCK OF PATENT MEDICINES, drugs and sundries bought or exchanged. Write The Drug Exchange Co., P.O. Box 1343, Montreal, Que.

AGENCIES WANTED

GROCERY LINE WANTED ON COMMISSION by a traveller having a large experience with the wholesale grocers, the best retail grocers and also confectionery trade. Have sold English and American lines in the Provinces. I have Canadian lines but need another. References if necessary. Traveller, Box 475, Truro, N.S.

WOULD HANDLE BISCUITS, SYRUP, CONFECTIONERY. Good accounts. Big sales. F. J. Buote, Tignish, P.E.I.

WANTED—PAYING GROCERY BUSINESS IN good live town. Box 456, Canadian Grocer.

SITUATIONS WANTED

EXPERIENCED LADY WISHES POSITION IN general store. Apply Box 454, Canadian Grocer.

**Use Our Condensed
Advertisement Page
for Your Wants**

THE "WANT" AD.

The "want ad." has grown from a little used force in business life into one of the great necessities of the present day.

Business men nowadays turn to the "want ad." as a matter of course for a hundred small services.

The "want ad." gets work for workers and workers for work.

It gets clerks for employers and finds employers for clerks. It brings together buyer and seller, and enables them to do business though they may be thousands of miles apart.

The "want ad." is the great force in the small affairs and incidents of daily life.

Dairy Butter Wraps

Made from 30-lb. No. 1 Genuine Vegetable Parchment Paper, printed in two colors ink with design conforming to regulations covering Dairy Butter, size 8 x 11, packed 500 sheets to a carton.

ALWAYS IN STOCK

Special Printed Wraps to Order

Business Systems Limited

Largest Manufacturers of Butter Wraps in Canada

52-56 Spadina Ave. TORONTO

KINDLY MENTION THIS PAPER
WHEN WRITING ADVERTISERS

FOR SALE

CASH GROCERY BUSINESS AVERAGING \$450 weekly. Dwelling and store combined. Box 440, Canadian Grocer.

FOR SALE—AN OLD-ESTABLISHED GROCERY jobbing and commission business in Montreal. Small stock of good selling lines to be taken at invoice prices. For particulars apply to P.O. Box 2845, Montreal. A good opening for an energetic man.

FIXTURES FOR SALE

EVERY MERCHANT WHO SEEKS MAXIMUM efficiency should ask himself whether a Gipe-Hazard Cash Carrier, as a time and labor saver, is not worth more than the high-priced labor which it liberates. Are you willing to learn more about our carriers? If so, send for our new catalogue J Gipe-Hazard Store Service Co., Limited, 113 Sumach St., Toronto.

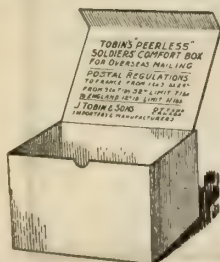


VOL-PEEK

—a specialty that every housewife needs

Leaking pots are common in every home. Vol-Peek mends all such quickly and easily. Pots, Pans, Granite ware, Aluminum vessels—all can be made ready for use in two minutes with a little bit of Vol-Peek. Sells at a good profit. Write us direct if your wholesaler hasn't got it.

H. NAGLE & CO.
Box 2024, Montreal



On a
busy Saturday
night, which would
you rather hand out -
an explanation or
Gold Dust?



MADE IN CANADA

THE N.K. FAIRBANK COMPANY
LIMITED MONTREAL

Let the GOLD DUST
TWINS do your work.



KING GEORGE'S NAVY

CHEWING
TOBACCO

Will prove one of your "best sellers"

Because the excellent texture and flavor of King George's Navy Chewing Tobacco wins instant approval with the most critical chewers.

Stock King George's Navy now for easy, profitable tobacco sales and satisfied customers.

Order your supplies from your wholesaler.



Rock City Tobacco Co., Ltd.



The Overseas Christmas trade for **Small's Forest Cream Butter and Syrup** is enormous. Are you taking advantage of this business? Have you a window display of this line?

It has a lingering sweetness that recalls fond memories to every Canadian boy. It is from the old, original, exclusive formulas, and has the true smack of the Canadian Forest. At all jobbers.

SMALL'S LIMITED

Syrup and Molasses Refiner

MONTREAL

WE ARE FILLING ORDERS PROMPTLY

License No. 15-473

CANADIAN GROCER

Member of the Associated Business Papers --- Only Weekly Grocery Paper Published in Canada

THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXXII.

PUBLICATION OFFICE : TORONTO, NOVEMBER 22, 1918

No. 47



These are the mornings for porridge. Put
"Robin Hood" on your counter
and in your window.

THE LINE OF LEAST RESISTANCE AND THE LINE OF MOST PROFIT



Some of the goods you carry are sold almost automatically—without an argument. People know about them and feel confident of their quality. To handle these goods is to follow the "line of least resistance."

You follow the line of least resistance when you put in a stock of

O-Cedar Polish

Housewives have been taught to appreciate how indispensable O-Cedar Products are to efficient housekeeping. They expect you to sell them O-Cedar.

When you consider what a handsome profit you can make on O-Cedar—at pre-war prices—there is not a single reason left for not stocking up on O-Cedar Polish and O-Cedar Polish Mops, and displaying them where your customers will see them constantly. O-Cedar is the "Line of Least Resistance" and it is also the "Line of Most Profit."

Order from your Jobber.

THE CHANNEL CHEMICAL COMPANY, LIMITED
369 SORAUREN AVENUE, TORONTO

PEANUTS

Write for
BEST CHINESE SHELLLED
OF ALL GRADES

JAPANESE "CHERRY"
BRAND UNSHELLED

WALNUTS

BEANS

RICE

*DIRECT IMPORTERS
FROM
THE ORIENT*

FUJITA & CO., LTD.

VANCOUVER, B.C.

Head Office: KOBE, JAPAN.

Branches: NATE, YOKOHAMA, SEATTLE, TIENTSIN and TSINTOW

Much in demand
during the social season

Borden's
Reindeer Coffee
and
Reindeer Cocoa

THERE'S a year-round demand for Borden's, of course, but at no time is the popularity of these delicious, easily prepared products more in evidence than during the Winter months. Aside altogether from their splendid deliciousness is the all-important point of convenience in which Borden Products excel.



If you have never yet given Borden's full line a real "try-out," get out an attractive display NOW—for the social season. Get every customer thoroughly acquainted with the Borden advantages.



Look over your stock. If it's low or incomplete, write your Jobber.

Borden Milk Company
Limited

"LEADERS OF QUALITY"

MONTREAL

Branch Office: No. 2 Arcade Building, Vancouver, B.C.

License No. 14-213



A LINE YOU NEED

Q You should be selling lots of this line just now; other retailers are and are finding it a mighty profitable investment, too.

Q Probably no other brand of mince meat has such a popular demand; certain it is that none can surpass it in quality and wholesomeness.

We would suggest that you start selling it right away. The busy season is right at hand and you will lose many sales if you don't place your orders now.

ORDER FROM YOUR JOBBER OR DIRECT

CLARK'S SPAGHETTI

With
Tomato
Sauce



and
Cheese

MADE IN CANADA

W. CLARK, LIMITED, MONTREAL

Canada Food Board License No. 14-216



The Sign of Purity and Cleanliness

The McCormick factory and trade-mark are internationally known—the McCormick million-dollar factory is a national institution. It is the home of the famous JERSEY CREAM SODAS. The McCormick watchwords are PURITY and CLEANLINESS.

All discriminating buyers look for the McCormick trade-mark—because it represents the highest achievement in the biscuit world.

The McCORMICK MFG. CO., LIMITED, London, Canada.

Branches: MONTREAL
WINNIPEG

OTTAWA
CALGARY

HAMILTON
ST. JOHN, N.B.

KINGSTON
PORT ARTHUR

Canada Food Board Licenses 11-003, 14-166



Give Little Miss Vi a Welcome.

Little Miss Vi has come to Canada as the representative of Vi-Cocoa. She is known in millions of homes in the British Isles, and a great desire for her beneficial

beverage is springing up all over the Dominion.

Give her a prominent place on your counter; she will attract many customers to your Store and take a prominent place on the credit side of your balance sheet. Vi-Cocoa is a ready seller showing substantial margin for the retailers.

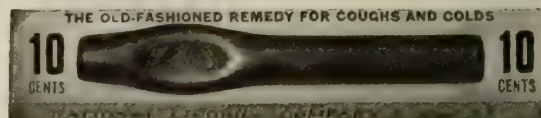
Vi-Cocoa

has been known for years as the food beverage of the people—it is the super-cocoa, far more nourishing and palatable than ordinary cocoa, and is made under ideal hygienic conditions in the sweetest and cleanest factory in the world.

Write for trade terms and particulars to the
Watford Mfg. Co., Ltd., Delectaland, Watford, England.

408

Y & S STICK LICORICE in 10c Cartons



Everything in Licorice for all
Industries using
LICORICE
in any form.

Made in Canada by

**National Licorice Company
MONTREAL**



Story for Week Dated Nov. 22, 1918.

Being No. 9 in the Series

Making Eddy Match Boxes at the Rate of 400 a Minute

AWAY back in 1854, when Ezra Butler Eddy began match manufacturing at Hull, the making of the boxes to hold his matches was a tedious process carried on entirely by hand.

French-Canadian women were employed in making match boxes in their homes. The boxes were made of a thin shaving or veneer of wood, bent into shape for cover and container, and held firm with paste and paper. Women and children worked at the making of them, earning very welcome wages for their work, and every morning a procession of women would arrive at Ezra Eddy's little plant with big bed ticks crammed full of new-made match boxes, an enormous-looking but quite light burden on their backs.

To-day a great array of marvellous machines at the Eddy Plant take care of the production of match boxes, and do it with almost human dexterity. So perfectly are they designed for their purpose that they hardly require watching at all, though the ones turning out the smaller match boxes work at the rate of four hundred boxes per minute.

All the machines require are rolls of the tough resilient paper prepared for them in the Eddy paper mills, and exactly of the right color and thickness for the particular match boxes required. The machine takes the paper rapidly off the roll, folds it into the square tube shape for the cover of a match box, prints it on both sides, cuts off the right length securely fastened and ready for service, and delivers through hoppers to the girls who box the matches.

Simultaneously in another type of machine the drawers or container portion of the match boxes are being as rapidly made from rolls of Eddy-manufactured paper, and these are delivered through the proper hoppers as fast as an output of seventy million matches per day demands. Very different from the day of the hand-made match boxes delivered every morning in a bed tick, but just another of the Eddy Company marvels of manufacturing development.



Some Selling Points About Eddy's "Silent 5" Matches



Eddy's Silent 5 Matches

They are made from selected wood, clear, straight-grained, which will not break off in striking. The wood is clean Canadian White Pine from the Eddy Company's own timber limits.

They are Sesqui tipped, non-poisonous, safe in manufacture and in use, fully conforming to every Government regulation.

They strike silently, and the heads do not fly off dangerously.

They are dipped in a swiftly igniting wax which insures a clear, strong flame which does not burn down too fast.

They are rendered chemically self-extinguishing by a special process which makes the stick char down to a fibre tough enough to hold the head strongly, even after the match is out, and yet which does not glow red so as to cause risk of fire if dropped on the ground or floor.

Methods of manufacture by which the Special and Successful Selling Points of other famous Eddy Products are produced will be described in forthcoming articles in this series.

AYLMER CATSUP

1918 PACK—NOW READY

A Pure Tomato Catsup

Glass Bottles—Three sizes, 8 oz., 12 oz., 17 oz. All 2 doz. to case. Glass and stone jugs, 1 gal., 4 to crate.

Order your requirements now to insure prompt shipment before the cold weather sets in. If you cannot procure AYLMEER CATSUP through your Jobber

Write, Phone or Wire

DOMINION CANNERS LIMITED

HAMILTON, CANADA

Canada Food Board License No. 14-12.

COMPARE

the appearance of a container sealed with the Anchor Cap with that of another sealed with the old-fashioned variety. Which impresses you the more favorably? The neat appearance of the Anchor Cap is not the only advantage. Their absolute airtight seal prevents evaporation and contamination of the contents.

ANCHOR CAPS

spell economy and good profits. They insure against unnecessary waste. Goods properly packed and sealed with Anchor Caps are easily and always saleable at the full retail price.

Always specify Anchor Caps when placing your order.

Anchor Cap & Closure Corporation

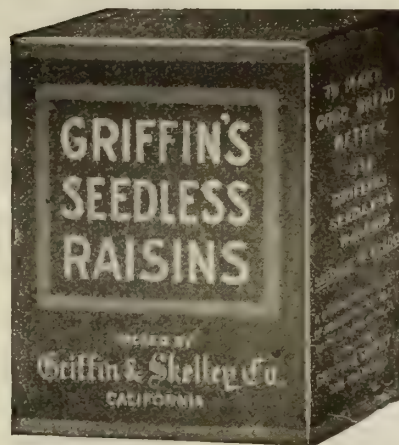
OF CANADA, LIMITED

FACTORY AND
GENERAL OFFICES



50 Dovercourt Road
TORONTO, ONTARIO

Griffin's Seedless



Raisins
Never had a seed

Their quality and absolute cleanliness should make their name a buy-word wherever raisins are sold.

Ask your grocery salesman.

A Satisfied Customer the Best Advertisement

We are pleased to inform you that we are simply delighted with your CANADIAN GROCER.

It is certainly most interesting, and your market reports are about as reliable as they can be. In fact, we do not see how we could do without it now, and the best proof we can give you that we really appreciate your paper is in subscribing to another one of your trade papers, HARDWARE AND METAL, which you will please send along with CANADIAN GROCER.

*P. PAUL & CO.,
Duncan Station, Que.*

When Writing to Advertisers Kindly
Mention this Paper.

Sell Cane's Washboards

— the washboards that always give a maximum of good service.

Basswood frames free from slivers and splinters.

Show these boards in a corner of the store.



WM. CANE & SON CO.
LIMITED
NEWMARKET, ONT.

NEEDED In the Stable

The man in the stable wants brushes that will hold the bristles, brushes that will fetch out the dirt.

"KEYSTONE" BRUSHES

Are the ones you can conscientiously recommend. Your customers will come back for more of the same kind. Every brush that is needed in the stable will be found in our line.

Write for prices, etc.

Stevens-Hepner Co., Limited
Port Elgin, Ontario



Cow Brand Baking Soda

has given and is giving the Canadian housewife that unlimited satisfaction which brings her back to the grocer for further supplies. She is a firm believer in Cow Brand superiority.

Cheapest because Best!

Church & Dwight, Limited
MONTREAL

CENTURY SALT

---a salt that's
easy to sell

—a salt that's purified and refined to the very last degree—a salt with the clean, sparkling purity so much desired by every good housewife—a salt that makes satisfied customers.

Be sure
your stock
is well displayed.

THE DOMINION SALT CO. LIMITED
SARNIA. ONT.

KLIM
IN POWDER FORM

That genuine flavor is making sales for you

They're beginning to drink Klim now—your customers. They are discovering that Klim's natural flavor is as pleasing in a beverage as it is in baked and cooked foods.

Our new, enlarged advertising campaign is helping more people to realize this fact. It is enlarging the field of Klim's usefulness in homes where it is already known, and introducing it into many others.

Naturally, you will sell more Klim this season—if you have it. Better consult your wholesaler.

KLIM IS GENUINE
—the flavor proves it.

Canadian Milk Products Ltd.

Toronto Montreal

Western Representatives:

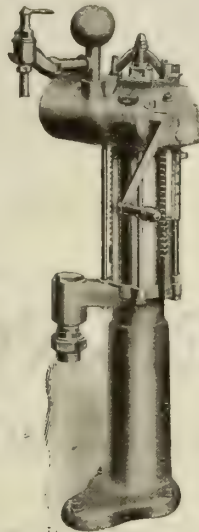
W. H. Escott Co., Ltd., Fort William, Winnipeg, Edmonton and Regina; Kirkland & Rose, Vancouver

Canada Food Board License No. 14-242

CONSERVE TIME

TIME is an all essential element. Napoleon was defeated because his expected reinforcements were behind TIME. Millions of dollars and thousands of lives are lost every year because men do not properly reckon with TIME.

At the present as never before in history, TIME must be conserved to the utmost degree. Every minute must yield its greatest possibilities.



BOWSER
ESTABLISHED 1885

SYSTEMS

for the storing and handling of oil, conserve more than half the TIME, expended by less efficient methods. They also conserve:—

LABOR
CAPITAL
SPACE
MACHINERY
LIVES
PROPERTY
MATERIAL

BOWSER SYSTEMS ARE leak-proof, fireproof, lossproof, dirt-proof, deterioration proof, evaporation proof, rapid, economical and highly efficient.

A System for every Requirement. Write To-day.

S. F. BOWSER & CO., Inc.

TORONTO, CANADA

Representatives Everywhere

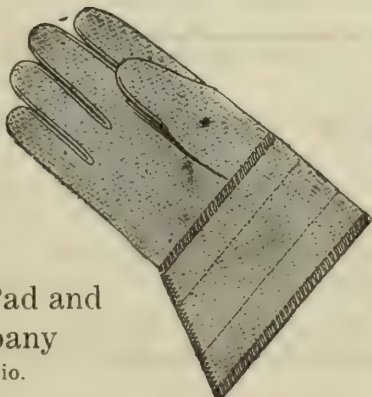
TAPATCO
REGISTERED BRAND TRADE MARK



Ask your wholesaler to send you a stock of these gloves

The men of your town need them. They are strong, serviceable and comfortable and always give the wearer 100 per cent. value and satisfaction.

There's a TAPATCO style and weight for every purpose. Show an assortment in your windows.



The American Pad and
Textile Company
Chatham, Ontario.

Push Ocean Blue with confidence, and you will secure the confidence of your customers.

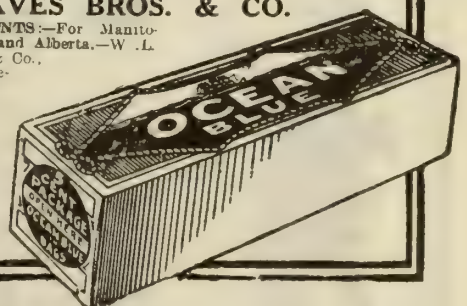
OCEAN BLUE

sells on merit, quality, value.

Order from your Wholesaler.

HARGREAVES BROS. & CO.

WESTERN AGENTS:—For Manitoba, Saskatchewan and Alberta.—W. L. Mackenzie & Co., Ltd., Winnipeg. Regina, Saskatoon, Calgary and Edmonton. For British Columbia and Yukon, — Creeden & Avery, Rooms 5 and 6, Jones Block, 401 Hastings Street W., Vancouver, B.C.



MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

The service department of Canadian Grocer will gladly assist manufacturers at home and abroad in making arrangements with the firms in all parts of Canada whose announcements appear on this page.

WESTERN PROVINCES

MANITOBA
SASKATCHEWAN

Wholesale Grocery Commission
Brokers

ALBERTA
WESTERN ONTARIO

H. P. PENNOCK & CO., Ltd.

Head Office: WINNIPEG Manitoba

We solicit correspondence from large and progressive manufacturers wanting active and responsible representation west of the Great Lakes. An efficient selling organization, and an old-established connection with the trade, place us in a position to offer you unexcelled facilities for marketing your products. Write us now.

"Always On The Job"

The H. L. Perry Co., Ltd., 214-216 Princess St., Winnipeg

As your Selling Agents, we can make a big success of your Account.

STORAGE

DISTRIBUTING

FORWARDING

SIX HOUSES IN WESTERN CANADA

W. H. ESCOTT CO., LIMITED

Winnipeg, Man.

W. H. ESCOTT CO., LIMITED

Calgary, Alta.

W. H. ESCOTT CO., LIMITED

Saskatoon, Sask.

W. H. ESCOTT CO., LIMITED, Fort William, Ont.

W. H. ESCOTT CO., LIMITED

Regina, Sask.

W. H. ESCOTT CO., LIMITED

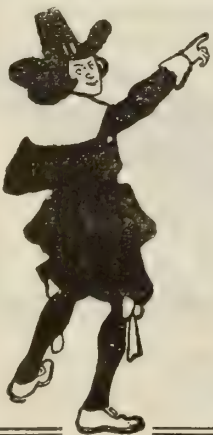
Edmonton, Alta.

WHOLESALE GROCERY BROKERS, MANUFACTURERS AGENTS, IMPORTERS

Consignments Solicited

HEAD OFFICE: 181-183 Bannatyne Ave. East, WINNIPEG

Write Us



We can market your product in the West

Our men are continually in touch with both the Wholesale and Retail Trade—some of them do Retail work exclusively. And in addition to this you will have the prestige of a well established and widely known firm back of your product.

We are agents for Christie's Biscuits
and Robertson's Confectionery

Scott-Bathgate Company, Limited, Winnipeg

Wholesale Grocery Brokers and Manufacturers' Agents

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

PUGSLEY, DINGMAN CO., LIMITED
JOHN TAYLOR & CO., LIMITED
ETC., ETC., ETC.

We represent some of the best manufacturers,
of whom the above are examples. We will
give your line the same attention.

F. D. COCKBURN CO.
WINNIPEG

G. B. Thompson & Co.

Wholesale Commission Brokers and
Commission Agents

We can handle a few more good lines.
Storage Warehouses and Transfer Track.
149 Notre Dame Ave. E. - WINNIPEG
Established 1898.

D. J. MacLeod & Co.

Manufacturers' Agents
and Grocery Brokers
EDMONTON, ALTA.

Open to negotiate for new lines in Alberta.
Our staff calls on wholesale trade and does
detail work.

A. M. Maclure & Co.

MALTESE CROSS BUILDING
WINNIPEG

IMPORTERS, BROKERS
MAN'F'S. AGENTS
GROCERY, DRUG AND
CONFECTIONERY
SPECIALTIES

C. H. GRANT CO.

Wholesale Commission Brokers and
Manufacturers' Agents

1206 McArthur Bldg., Winnipeg
We have the facilities for giving manu-
facturers first-class service.

Winnipeg Warehousing Co.
Winnipeg

Prompt and Efficient
SERVICE

Ship your consignments in our care.
We have adequate trade facilities to
handle any amount of business
promptly. Goods distributed in Win-
nipeg or re-shipped to points west.

**WAREHOUSING
DISTRIBUTING
STORAGE**

WATSON & TRUESDALE

Wholesale Grocery Brokers and Manufacturers' Agents.

Have live men doing detail work throughout our territory. Manitoba
Saskatchewan and Alberta. They get the business, and can get it
for you. Write us, and we will explain our system.

156 LOMBARD STREET - - WINNIPEG, MANITOBA

Trackage
Storage
Distri-
bution

Donald H. Bain Co.

Wholesale Grocery Commission Agents

A sales force of competent men.

Ample capital—and the reliability that goes with it.

A record of results—and the prestige that follows it.

An energetic, result-getting organization—with satisfied clients to
prove it.

Are all at your disposal if WE represent you.

Every branch a business in itself, directed by capable, experienced
managers.

All varieties of Food Products.

If you want results get in touch with us.

Head Office: WINNIPEG

Branches—REGINA, SASKATOON, EDMONTON, CALGARY, VANCOUVER

Canada Food Board License No. 6-450

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

The service department of Canadian Grocer will gladly assist manufacturers at home and abroad in making arrangements with the firms in all parts of Canada whose announcements appear on this page.

ONTARIO

W. G. PATRICK & CO.
Limited

Manufacturers' Agents
and Importers

51-53 Wellington St., W. Toronto

MACLURE & LANGLEY
Limited

Manufacturers' Agents
Grocers, Confectioners and Drug
Specialists

12 Front Street East Toronto

W. F. ELLIOT

Importer & Manufacturers' Agent
(Cor. Leith and Hardisty Sts.)

FORT WILLIAM, ONT.

Established 1909.

W. G. A. LAMBE & CO.
TORONTO

Established 1885

SUGARS

FRUITS

To Manufacturers' Agents

Manufacturers are always looking for aggressive brokers to represent them. Keep your name and territory covered to the front, thus impressing them with your aggressiveness. The Manufacturers' Agents' directory is the right place to have your card.

The rates are reasonable. For one inch each week for one year the cost is only \$1.60 per insertion. For two inches for the same time the cost is \$3.20 an issue.

We shall be glad to furnish you with other rates upon application.

Canadian Grocer
143-153 University Ave.
TORONTO

**LOGGIE, SONS
& CO.**

Merchandise Brokers and
Manufacturers' Agents

Grocery, Drug and Confectionery Specialties.

Foy Bldg., 32 Front Street W
TORONTO - - ONTARIO

Apples

Let us look after your requirements. We handle the Famous

**GEORGIAN
BAY**

BRAND APPLES

Fine, sound fruit that will be appreciated by every customer.

We invite correspondence.

LEMON BROS.
OWEN SOUND, ONTARIO

Canada Food Control License No. 182

**Baker's Cocoa
and Chocolate**

**MAKE AND
KEEP GOOD
CUSTOMERS**



REGISTERED
TRADE-MARK

They are most reliable goods sold with a positive guarantee of purity and superior quality; put up in conformity with the Pure Food laws; are readily sold, giving a quick turnover of stock.

MADE IN CANADA

WALTER BAKER & CO. Limited
Montreal, Can. Dorchester, Mass.

Established 1780

Canada Food Board License No. 11-690

"Golden Nut" PEANUT BUTTER
C. & J. JONES, WINNIPEG

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

The service department of Canadian Grocer will gladly assist manufacturers at home and abroad in making arrangements with the firms in all parts of Canada whose announcements appear on this page.

QUEBEC

ROSE & LAFLAMME
LIMITED
Commission Merchants
Grocers' Specialties
MONTREAL TORONTO
Canadian Food Control License Nos. 6-236/7/8

When answering
Advertisements please mention
Canadian Grocer

JOHN E TURTON

Wholesale Grocery Broker

MONTREAL

H. D. MARSHALL

Wholesale Grocery Broker

OTTAWA MONTREAL HALIFAX

If you have a business to dispose of, or are in need of efficient help, try a Want Ad. in Canadian Grocer, and let it assist you in filling your needs.

J. L. FREEMAN & CO.

Wholesale Grocery Brokers

St. Nicholas Bld. - Montreal

MARITIME PROVINCES

C. B. HART, Reg.

Montreal, P.Q.

Grocery and Chemical Brokers
Commission Agents

Schofield & Beer, St. John, N.B.

Commission Merchants

Agents for: Acadia Sugar Refining Co., Ltd., of Halifax, N.S.; W. C. MacDonald, Regd., Montreal, P.Q.; F. W. Berk & Co., London, Eng.; The T. Upton Co., Ltd., Hamilton, Ont.

GAETZ & CO.

MANUFACTURERS' AGENTS AND
GROCERY BROKERS

47-49 Upper Water St., Halifax, N.S.

Just try
how
MacKay's
will sell

You can strongly recommend this delicious wholesome Canadian-made Barley Food.

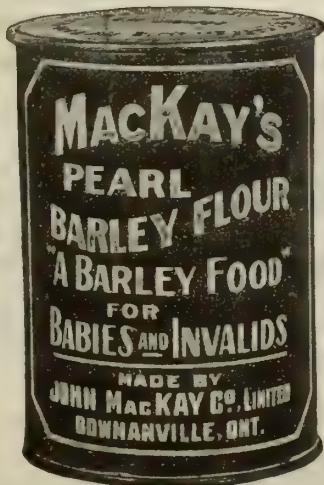
MACKAY'S PEARL BARLEY FLOUR is without any peer whatever.

Gives soups and gravies a delightful flavor. Just the right food for infants and invalids.

A strong consumer publicity campaign is helping dealers to keep their sales of MacKay's going.

Recommended by Dr. McGill, Ottawa, Dominion Chemical Analyst.

John Mackay Co., Limited
BOWMANVILLE, ONT.



IT'S THE REAL MACKAY



It pays
to push
MARSH'S

People to whom quality is a first consideration buy Marsh's Grape Juice by preference.

Get our prices on Unfermented Port Wine and Black Cherry Wine.

The Marsh Grape Juice Company
NIAGARA FALLS - ONT.
The MacLaren Imperial Cheese Co., Limited

Ontario Agents:
ROSE & LAFLAMME

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

The service department of The Canadian Grocer will gladly assist manufacturers at home and abroad in making arrangements with the firms in all parts of Canada whose announcements appear on this page.

BRITISH COLUMBIA

Squirrel Brand PEANUT BUTTER

C. T. NELSON

GROCERY BROKER

105 Hibben-Bone Bldg., Victoria, B.C.
In touch with all British Columbia wholesalers and jobbers, and can place your line to best advantage. Live men calling on retail trade.

Victoria

Vancouver

SAY YOU SAW IT
IN CANADIAN GROCER
WHEN WRITING TO
ADVERTISERS

The Robert Gillespie Co.

Importers and Exporters

323 Homer St., Vancouver

Live Salesmen covering Alberta and B.C.

LITTLE BROS. LTD., VANCOUVER, B.C.

Established 15 Years. Live Staff of Salesmen. First-Class Storage and Warehouse Facilities.

We can place one or two good specialty lines on the B.C. market. If you want live representation, write us to-day.



CLAYOQUOT-SOUND CANNING CO. LTD.
J. L. BECKWITH, AGENT
VICTORIA, B.C.

**FRESH
BRITISH COLUMBIA**



PILCHARD

TRADE CONTENTS AND ADDRESS GUARANTEED

DIRECTIONS

WATER REQUIRED

DO NOT PLACE THE

CAN BEFORE BEING

OPENED INTO

BOILING WATER

FOR TEN

MINUTES

Your Customers Will Like

**ALBATROSS
BRAND**

PILCHARD

It is a wholesome and delicious Sea Food and with the prevailing big demand for fish dealers will find Albatross Brand Pilchards a quick-mover and a good money-maker, too.

Clayoquot-Sound Canning Co., Ltd.

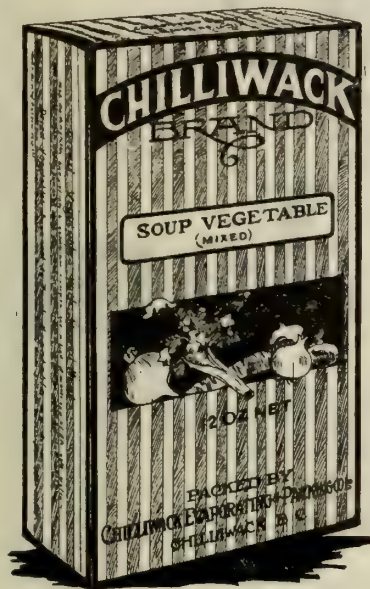
J. L. BECKWITH, Agent

VICTORIA - B.C.

EL ROI-TAN PERFECT CIGAR

Please Mention this Paper when Writing to Advertisers

When fresh vegetables'
are scarce



comes a big call for such a delicious line as Chilliwick Brand Julienne.

Evaporated potatoes, carrots, turnips, onions, peas and beans are scientifically mixed to produce this delightful vegetable soup. It can also be used for boiled vegetable dinners.

Remember — it has the same flavor as fresh picked garden vegetables.

Your jobber will supply you.

**Chilliwick Evaporating
& Packing Company**
415 Dominion Bank Bldg., Vancouver

“PRIMROSE”

PILCHARDS



*Strictly Prime
Quality*

Ocean Caught

Packed Only By Hand

*Rich in flavor and high
in food value*

Defiance Packing Co., Ltd.

Head Office: VANCOUVER B.C.

Canneries at West Vancouver and Port
Renfrew, B.C.

Sales Agents: Balfour, Guthrie & Co.
Vancouver, B.C.

**Salmon
Commandeered**



**SNOW CAP
BRAND
PILCHARDS**

are more delicious than
SOCKEYE
and are less than half the price.

For Salads and Sandwiches

*They are More
of a Dainty
Than Tuna
Fish*

**“Snow
Cap”**

is Hand Packed
by

The Nootka Packing Co., Ltd.
NOOTKA, B.C.

**Imperial Rice Milling
Co., Ltd.**

VANCOUVER, B.C.



**We are offering the best value
in Rice on the Canadian
market to-day.**

E. D. Smith's Raspberry Jam

Make your jam department the corner-stone upon which to build bigger prestige and bigger profits by regularly featuring the "E. D. S." quality lines. Then your selling efforts will be backed by the "E. D. S." reputation with all that it stands for—dependable jams that sell easily and repeat always.

E. D. SMITH & SON

LIMITED

WINONA - ONTARIO

AGENTS: Newton A. Hill, Toronto; Eastern Representative: Wm. H. Dunn, Limited, Montreal; Alberta Representative: Donald H. Bain Co., Calgary, Alta., Edmonton, Alta.; Watson & Truesdale, Winnipeg.

License No. 14-112.

Let us quote you on your
requirements in Packing Cases

WE ARE MANUFACTURERS OF THE

4-One Wirebound Boxes

Famous for Economy

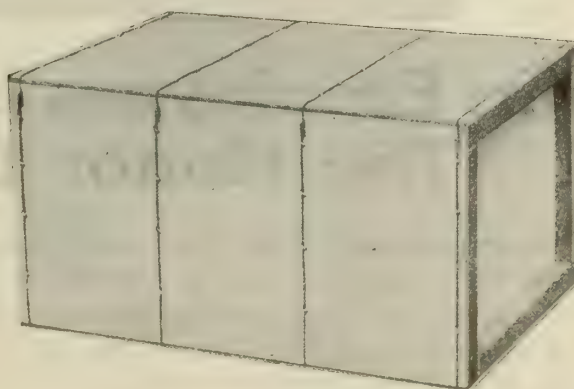


VIEW SHOWING BOX IN KNOCK-DOWN

They are **Light**—means a saving in freight.

They are **Strong**—means goods arriving in good condition, thereby eliminating claims.

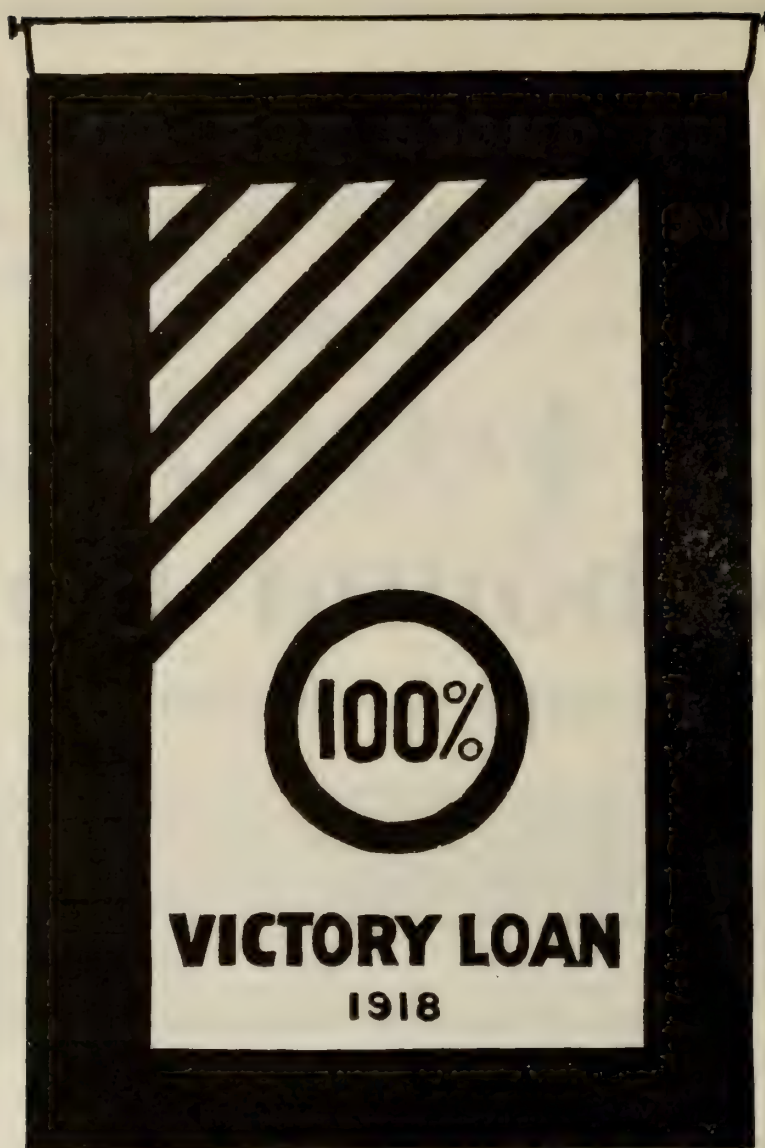
They are **Secure**—means contents cannot be pilfered in transit.



VIEW SHOWING BOX READY FOR SHIPMENT

Try a sample order and let them prove how superior they are to the other makes of packing cases.

CANADIAN WOOD PRODUCTS
TORONTO LIMITED



MacLean Employees Early Winners of The Honor Banner

The employees of The MacLean Publishing Co. subscribed well over their quota in the big, successful Victory Loan campaign. 89% of the 192 employees in Toronto helped along the good work by subscribing for \$42,500 of the 1918 Victory Bonds, representing 16% of the annual pay-roll.

As each firm was entitled to an Honor Flag when 75% of the employees took at least 10% of the pay-roll in bonds, it will be seen the MacLean employees went well ahead of the objective set. They were among the early ones to win an Honor Flag.

The MacLean Publishing Company, Limited

Winnipeg

Toronto

Montreal

Publishers of Canadian Grocer, Hardware and Metal, The Financial Post, MacLean's Magazine, Farmers' Magazine, Dry Goods Review, Men's Wear Review, Printer and Publisher, Bookseller and Stationer Canadian Machinery and Manufacturing News, The Power House, The Sanitary Engineer, Canadian Foundryman, Marine Engineering of Canada.

24 YEARS THE SAME

The same standard of quality has been maintained for Red Rose Tea for 24 years. It is one line of merchandise that has not been altered during the war. It satisfies particular tea drinkers just as fully to-day as in years gone by. You can safely and profitably make Red Rose Tea your LEADER.

Canada Food Board License No. 6-276



\$1 FOR A MAN

Perhaps you want a good man for your office, or store, or warehouse, or for the "road?" Would you pay \$1 to find a good man? Sure you would.

WHAT are you doing about it? We suggest that you advertise in CANADIAN GROCER—condensed advertisement, 2 cents a word. Make the advertisement brief as a telegram; but make it explicit. Tell all the other man wants to know—except your identity in the first instance. Use a box number to hide this.

Some man somewhere would like, probably, to tie up with you,—if your proposition is good. At the same time good men are scarce—very scarce. So you'll have to do some bidding.

This means—keep on repeating the insertion of your advertisement—"until forbid."

It's reasonable to keep on. Hunting for a hard thing to find usually requires a long search. All CANADIAN GROCER can do is to put your advertisement in 5,300 places where men of the type you may want are likely to be found. We can't make men reply to advertisements—any more than the postman can make people to whom he delivers letters reply to them. We're pretty much like the postman.

But we go to 5,300 and more likely places—remember that. No other single newspaper in the world gets into 5,000 Canadian grocery houses. So if you are in dead earnest about finding a man use CANADIAN GROCER. Rates—two cents per word first insertion and one cent per word each subsequent insertion, with five cents extra per insertion when replies are to be sent to Box No. in our care. Address:

CANADIAN GROCER WANT ADS.
153 UNIVERSITY AVENUE, TORONTO



Have you one of these Cards?

If not, write us now and we'll send you one. It will be a big help in increasing your sales of Colman-Keen Products.

Magor, Son & Co, Limited

191 St. Paul St., Montreal

30 Church St., Toronto

THE INGERSOLL PACKING CO., LIMITED BEAVER BRAND

OF

HAMS, BACON and LARD

Dealers in Cheese, Butter and Eggs

MANUFACTURERS OF

INGERSOLL CREAM CHEESE

Here is a list of our agents :

The Ingersoll Packing Co., Ltd., 38 Colborne St., Toronto.

The Whyte Packing Co., Ltd., 33 William St., Montreal.

J. A. Wilson, Richmond St., London.

Cyrus King, McNab St., Hamilton.

W. F. Elliot, The Symes Telfer Bldg., Fort

J. H. Trowbridge, 256 Albert St., Ottawa.
William.

Mason & Hickey, 287 Stanley St., Winnipeg.

Mason & Hickey, Regina.

Mason & Hickey, Saskatoon.

Mason & Hickey, Edmonton.

Mason & Hickey, Calgary.

Mason & Hickey, Vancouver.

Mason & Hickey, Brandon.

Jas. Craig, Ontario Chambers No. 3, Kingston.

G. T. Armstrong & Son, Ltd., Sherbrooke, P.Q.

R. F. Cream & Co., Quebec.

G. W. Nickelson Co., Prince Rupert.

J. I. Davis & Son, 538 Main St., St. John, N.B.

Gaetz & Co., P.O. Box 145, Halifax, N.S.

Armour & Co., Sydney, N.S.

J. V. O'Dea & Co., St. John's, Newfoundland.

The Ingersoll Packing Company, Limited

INGERSOLL, ONTARIO

If any advertisement interests you, tear it out now and place with letters to be answered.

CANADIAN GROCER

Vol. XXXII.

TORONTO, NOVEMBER 22, 1918

No. 47

Good Years Ahead for Grocery Trade

Facts Point to Improbability of Non-Employment, and of Tobogganing Wages or Prices
—A Thousand Reasons for Prosperity, Not One for Pessimism—The Courage of
the Merchant the Real Determining Factor.

By J. L. RUTLEDGE

NOW that the great shadow that has darkened the world for more than four years has been finally lifted, now that there is no longer the need to prepare for war, there comes the urgent need to face the conditions engendered by four years of epochal strife, and to find a sure foundation on which business may be re-created on normal lines.

The great question that faces men to-day, the question that is of the most profound interest, is the question as to whether or not this sure foundation may be reached without intervening years of depression and business loss. These are questions that are on every tongue. What of after war conditions? When the war orders cease, what will happen? What will become of the men now engaged in these industries? What will the new conditions be? Will there still be people with money enough to buy? Will there be any goods that can be handled without the possibility of disastrous declines?

There is a constant fear that peace will bring in its wake a condition such as fell on the world that August day four years ago, when the very foundations of life seem to have been swept away. It is feared that with no war needs to call great industries into being again and to restore the wavering courage of the people, that darker times may be ahead than were faced in those dark days.

OUR FEARS ARE GROUNDLESS

THERE is reason, however, to doubt these fears. Before are the years of peace and the stability that comes of peace. Four years ago the dream of world security fell shattered in a moment. It was a catastrophe beyond all human imagining, an ordeal whose end no one could foresee. It opened the door to no one knew what. But peace—for four long bloody years statesmen and soldiers and potentates and business men have known that somehow, someday peace was coming. The men who were stunned by the great calamity, who saw prosperity come on the heels of that calamity have known that the day was coming when they could thankfully lay aside the task of making the nations strong for war, and take up the great task of making them strong in peace. There has been no uncertainty about this. It has been known and faced for years, and the business men are prepared.

This is a thought that may well be remembered when some cheerless soul suggests the possibilities that may arise, with the great munitions plants still, and their workers idle. Why should these plants be idle, when men who have developed these great industries have had four years to prepare for other activities? Thomas Findley, president and general manager of the Massey-Harris Co., that has been actively engaged in munition manufacturing, in a recent interview emphatically challenges the idea that the cessation of war business will mean a glutted labor market. "I think," states Mr. Findley, "that munition workers can be absorbed in existing industries and in reconstruction work." Referring to his own company, Mr. Findley says: "We will be able to employ one-third more men in the Brantford and Toronto plants than we have had during the war."

Senator Frederick Nicholls, president and general manager of the Canadian General Electric Co., states that his company had been transferred from a war to a peace footing some time ago, and the coming of peace would have no effect on the company. So it is with many other activities. Why indeed should the great steel plants lie idle, when for four years there has hardly been a steel rail replaced on this great continent, when hundreds of miles of track have actually been lifted to meet the crying needs of the army, when all building projects for four years past have had to lie in abeyance because of the lack of structural steel?

In Toronto alone there are building projects on foot, waiting only the opportunity to procure structural steel and wood and labor, that total up in the neighborhood of a hundred millions. This is not an isolated case. All over this continent there is an immense latent demand for building materials to carry forward work that has lain dormant for four years. There are a hundred other outlets for the products of the great steel industries. This continent has in the past years been on short rations of tin, because the great steel companies were so busy making shells that they could not roll steel plate for tin. What is to prevent some of these mills rolling steel sheets? Sheet irons are in famine days. One large Toronto jobber who was accustomed to carry as a normal stock for Black Steel Sheets between 1,000 and

1,200 tons has less than 200 tons. Stocks are perilously low and these stocks must be replaced. Why then should men be idle?

DEPLETED STOCKS CALL FOR UNUSUAL ACTIVITY

IT is estimated that there are some 140,000 workers engaged in munition making in Canada. There are 400,000 Canadian boys who will be coming back some day. What of them, what is the possibility of assimilating these men again into profitable labor? Four years ago, before the war had darkened the world, these men were employed. There was no excess of labor, there was no cry of hard times, yet the country was then facing normal conditions, while to-day it faces a condition where warehouses are everywhere bare of necessary supplies. The enormous building projects will need structural steel; it will need also wood, hardware, plumbing supplies, everything that goes with the building trade. Employment agencies everywhere are crying for hundreds of men for the bush to supply the lumber that is so urgently needed. There is a great excess demand for men, men to rehabilitate Canada's great railway systems, men to permit the development of great commercial activities. The Bell Telephone Company, for instance, has been advertising for months, urging the public to curtail the demands upon its service because of lack of materials, and the still more serious lack of men to install equipment. Already from everywhere is the cry for labor, the cry for labor to man the great undertakings that are in contemplation, the cry for labor to attend to the more modest requirements to mend the eavetrough, to paint the house, to stand behind the counter, to drive the plough. Of course there must come some period of reorganization, but why under present conditions there should be any need for hard times it is hard to see.

WAGES WILL REMAIN HIGH

OF course there is the wage question. Fabulous stories have been told of wages being made by munition workers. These wages, say the pessimists, are death to peace industries. But have the munition workers really received such sums? In a few instances yes. But in the average cases wages probably did not average \$30 a week. Good enough pay too, leaving a margin of safety after the necessities are purchased. Is there any reason to expect an immediate downward revision in wages? Samuel Gompers, President of the American Federation of Labor, a man whose stand during the war has made him universally respected, stated recently that American labor would not submit to reduction of wages and longer hours. Thomas Findley, of the Massey-Harris Co., states that "the lowering of wages must not precede the reduction in living costs in the interests of everyone." It is far from likely that wages will ever again reach pre-war standards. Wages cannot drop over night without the whole economic structure toppling. Against such a possibility the Government has provided by fixing the price of wheat and wool, thus ensuring high prices for the rural population and high costs for the urban population. Wages are dependent on the three factors; first of rent, and after that, what the laborer must pay for food and clothing. Rent can scarcely be materially less for some time to come. Food and

clothing are such serious factors that there is grave danger that there may not be sufficient of either to supply the world. Considering all these phases of the question, there seems little reason to believe that wages will be materially lower for a long time to come.

NO FEAR OF TOBAGGANING PRICES

THERE is another factor beside the problems of slackened labor demands and decreased wages—the possibility that is at the back of the minds of many merchants that prices may decline as spectacularly as they advanced and leave a man with a burden of high priced goods on a glutted, stagnant market. Again there are a thousand and one reasons why such a condition is not to be feared. J. R. Clynes, the British Food Controller, stated recently, that the need for food in Britain would increase rather than diminish till the spring at least. Mr. Hoover urges that improved food conditions can hardly be expected for some time to come. President Wilson has, with the acquiescence of the Allied countries, assured the Central Powers that their most urgent needs for food will be supplied. Out of the depleted world supplies a new demand for some 80,000,000 people must be met. The only condition that could induce any material declines in prices is the substantial accumulating of reserve supplies of food. Stocks at present are at so seriously low a level, that the possibility of such a thing is very remote. It will be many a long month before it is possible to build up adequate reserves of food products, and until this is done a slump in prices is beyond the realms of possibility. In the staple food lines government action or general conditions have precluded the possibility of declines. In England the price of wheat is guaranteed until a year after the war. In Canada and the United States, the price has been set for this year's crop or roughly for about a year from the present time. Even at these prices the demand will probably be so great from across seas that there will be no reserve supplies on this continent. Russia, that was the great hope in the early years of war, has now no wheat to offer, and her people are starving. Argentine has only a comparatively small crop. Australia has a surplus, but Australia is more than twice as far away as this continent, and the bulk of the European demand must be borne by Canada and the United States.

It is hardly probable, therefore, that a wheat surplus will be available even at high prices. Other grains have felt the effect of these conditions. May option on oats sold recently at Winnipeg at 88c a bushel, a clear advance of 2c a bushel. This fact is sufficient evidence that there is little likelihood of lowered prices in these or allied lines.

In sugar, the International Sugar Commission has purchased the coming Cuban crop, estimated at 3,600,000 tons, at a.c. and f. price New York of 5.88, nearly a cent a pound higher than last year. This is the bulk of the world's marketable sugar. The Louisiana crop and the United States beet sugar crop are priced on the same basis. On the other hand, the changed conditions may release shipping to move the Java crop, estimated at 1,700,000 tons, to which may be added probably half as much again as the yet unsold portion of last year's crop. It was expected that some of this crop would come to Canada. It is now rumored that the British Government has

taken over the major part of the crop. Over against this increased supply these facts must be set, that Russia, who last year exported roughly half a million tons of sugar, will export nothing this year; that Germany, instead of being an exporter, will be a buyer of sugar; that the French sugar beet fields have been practically destroyed by war and unfavorable climatic conditions; that in Italy the same conditions prevail, and that these countries have already been cut to the danger point in sugar consumption. There can, therefore, be no expectation of marked declines in sugar for some time to come, nor in any of the myriad of grocery lines in which sugar plays an important part.

CONDITIONS CONTROL PRICE AS WELL AS GOVERNMENTS

IN tea, European stocks have practically ceased to exist. They must be replaced before there can be any material change in prices. It is rumored that Britain will take over the entire Indian and Ceylonese crop. Even the rumor is indicative of the need for tea supplies, an indication that is borne out by the fact that San Francisco tea jobbers have been shipping tea stocks to New York to have them immediately available for export on the declaration of peace. The expectations are for higher rather than lower prices. Brazil, the great coffee country of the world, loaded up with stocks that almost brought financial disaster in that country a little over a year ago, is now holding for abnormal prices, depending on Austria and Germany, the two largest coffee consumers after the United States, to assure them an eager market. Coffee prices in both primary and secondary markets have set new records.

In speaking of the canned goods situation, *The Canner*, Chicago, has this to say: "A 'break' in canned foods values as a consequence of a sudden peace seems a danger about as remote as any we can think of. There are some excellent reasons why canned foods prices should hold in the face of a quick-coming peace.

But the best reasons of all are, first that demobilization is a slow process, where between two and three million men are involved, and, second, that practically the entire supply of canned foods is in the hands of the wholesale and retail grocers.

The Government will need all the food that has been delivered to it or that it has under contract and conditions as to supply for civilian requirements are such that there will be no occasion for distributors to sacrifice their stock."

An argument that applies equally well to Canadian conditions.

Consider the other lines that figure largely in the grocer's trade. Spice stocks down to the narrowest margins, and probably many months before they can be improved. Rice stocks fairly large, but the future uncertain owing to the probability that Japan's crop may be diverted to meet Russia's need. Bean stocks abnormally light; dried fruits almost off the market. The replacement of these stocks is the first step toward lower prices, but the replacement is not the matter of a day or a week. Granting that peace comes as a result of the armistice, there will unquestionably be an army of occupation maintained in Europe to enforce the terms of peace. This army will probably number millions

and will have to be fed by this continent; that will require shipping, as will the demobilization program. It will be years before the full shipping resources of the world can return to their accustomed task of restocking that world with the necessities and luxuries of life.

One authority points out one element that cannot be discounted nor yet can it be accurately gauged.

"While stocks in practically every line are extremely low, there remains a small speculative element who are holding what stocks they can gather at inflated prices. When peace becomes certain, such speculative elements will unload, giving lower prices, as may be illustrated in the market for beef at the present time. When such stocks are unloaded, the world's supply as a whole will be still lower, owing to inability of productive forces to get into action, and some people hold the view that prices will become higher than ever."

UNREASONED FEARS, THE ONLY REAL DANGER

THE two elements that can maintain prosperity, are general employment at good wages, and a stability of prices. With a country bare of manpower for essential peace time industries, and with the country's larder down to the poverty limit, these two conditions should be assured. There will be changes without question, price changes too, without doubt, as war insurance and similar charges are withdrawn, but conditions as far as it is possible to foretell them preclude the possibility of disastrous declines.

The greatest danger in these times is a psychological one, that merchants may frighten themselves into the belief that hard times are coming, that they may listen to the croakings of the calamity-monger and come to believe that he knows whereof he speaks, that they may fail in the courage to conduct their business as they have always conducted it. Therein lies the great danger, not that actual hard times are coming, but that timorous folks may think they are, and by so thinking may make an actuality of what was only a suspicion. This is no chimera, it is a very real danger. Will the consumer hesitate to buy pending a possible decline in prices, or buy only for his barest needs? He certainly will if the retailer adopts the same policy and holds up his business in order to play things a little too safe. This is certainly not a time for wildcat buying. Prices must eventually decline, and stocks should be kept within safe limits, but there is no evidence that prices will decline immediately, or that there will be any sharp decline, while there is abundant evidence to the contrary. This is the time of all others for a merchant to push his business forward aggressively. There are a million reasons why Canada should be facing years of unprecedented prosperity, and not a single sound reason for pessimism.

NO man can be so sure of himself as to think that he will never need any assistance of any nature from others. Therefore, it always pays to lend a helping hand to those who are down temporarily. It may be considered a paradox that one never lowers himself when he stoops to raise another, but it is, nevertheless, the truth.

Raisins to Come; Other Lines, Too?

Embargo Lifted on Export From U. S.—May Be Some for Christmas Trade—Supplies None Too Heavy—Prunes, Apricots, Peaches Uncertain—One Million Pounds Prunes in One Meal.

R EPORTS received by the trade late last week indicated that the embargo placed on the export of raisins from the United States had been lifted by the Food Administration there. Some of the trade indicate that this extends to all dried fruits, and the interpretation placed on this is that prunes, peaches and apricots will also be allowed to come forward. However, of the last three mentioned items there are comparatively small supplies available, and it is thought there will be few if any of these reach Canada for some time to come.

Some Expect All Lines May Come

Some dealers are optimistic in believing that in some way the coming of peace will make a difference in the matter of supplies, but so far there has been no indication of this or anything on which to base any definite hope. Nevertheless, this has been a year of surprises and unexpected happenings, so that no one can make any forecasts. In former years it was possible to go by a precedent of previous years, but during these war times, and especially during the past season, precedents have been of no value whatever. It may be possible that in another season comparisons can be made with pre-war markets, for it is almost safe to assume the restrictions will be lifted by next year.

May Be Some Raisins for Christmas

However, the situation in regard to raisins is at least interesting. Every effort to secure shipments in time for the Christmas trade has been made, licenses already having been renewed and on their way to California. It is further intimated that preference on the shipment of cars to Canada may be made by the Railroad Board in the United States. Should this turn out to be the case, it is quite possible that there will be some raisins arrive here in time for the Christmas trade.

Stocks None Too Heavy; Crop Light

Opinions vary as to the condition of the stocks on hand. Some are strongly of the opinion that there are sufficient available, with the possible exception of fancy seeded in 15 and 16 oz. packages, while others again look for a marked scarcity to develop. Supplies will, at best, be none too heavy, the crop damage showing a serious loss. The latest information available, as given in CANADIAN GROCER three or four weeks ago, and subject to further revision is as follows:

"Deliveries which it is now estimated it will be possible to make are as follows: Layers and clusters including vineyard run, 25%; 3 Crown and 4 Crown loose muscatels, 50%; Sun Maid carton

seeded, 50%; Fancy and extra fancy carton seeded, 50%; Fancy and extra fancy bulk seeded, 50%; Sultanias, none.

Full deliveries will it is thought be possible on the balance of the crop, which includes: Unbleached recleaned Thompsons, cartons and bulk; Soda dipped Thompsons; 1 Crown and 2 Crown loose muscatels; Choice carton seeded (12 oz. and 16 oz.); Baker's Sun Maid seeded, Malagas and Feherzagos seeded; Loose Valencias."

What of Prunes, Peaches, Apricots?

As far as raisins are concerned then, the situation is not so hopeless as it was. However, it cannot be overlooked, that just because hostilities have come to an end, that the fighting forces have stopped eating. The United States Government to-day is feeding probably around four million men. This means that they will require an enormous amount of foodstuffs during the next year, and this is the reason the majority of the trade here feel that with prunes, which were a comparatively small crop, and peaches and apricots, it is rather unlikely whether supplies released will reach any appreciable amount.

One Million Pounds Prunes in a Meal

It is perhaps fair to assume that a ration for one meal for one soldier would probably be $\frac{1}{4}$ pound of prunes. If this is the case, why in one meal the United States army would clean up one million

pounds of prunes. This is a factor which many people fail to look at. Foodstuffs are consumed in enormous quantities, and there is no question of doubt but that the requirements of the army will be taken care of, and the boys in uniform will be kept as well fed as it is possible to feed them. The Government of the United States has taken over probably 60 to 70 million pounds of prunes; this is undoubtedly some considerable quantity, but when one figures out that it is possible to get rid of one million pounds of these at one meal, why the figure does not seem absurd in any way.

Canned Tomatoes Interesting Item

The opinion has been expressed that canned tomatoes might be affected. The Government of the United States has taken over 45 per cent. of the pack which was this year a much larger one than last year. This was on the expectation of feeding 4,000,000 men and if demobilization develops as quickly as some seem to think it will, the quantity may be cut down. However, it would seem it must be many months before the requirements of the army in foodstuffs will be curtailed appreciably, and it looks more as though the government will protect producers and stand by their contracts. This, of course, is something the future only will determine.

What will happen to prices is uncertain. As far as canned goods are concerned, the markets in the States are none too well provided with anything except tomatoes, and prices there generally are on a par or even higher than those in effect here. Were these opened then to Canadian buyers, the effect would not be one to bring prices down, in fact, the reverse action might develop. However, no immediate change either way is looked for.

No Likelihood of Improvement in Sugar Situation

Action of United States in Modifying Restrictions Not Likely to be Followed in Canada—No Reserve Stocks Available Here, and Period of Light Production Will Probably Continue Till February.

THE recent increase in the allowance of sugar in the United States for households and restaurants from three to four pounds per person monthly, and the removal of restrictions on the use of sugar in the manufacture of beverages, and the increase of 50 per cent. in the allowance of many other industries, has led to the impression that a similar increase might be expected in Canada.

There is a certain ground for such a supposition in the fact that the Canada Food Board have in many other cases followed the precedent set by the United States. Unfortunately, however, in this particular case conditions in the two countries vary so materially that there is little likelihood of any relaxation within the course of the next few months.

In the United States a substantial re-

serve was built up by a system of certificates which made it necessary for the wholesaler to obtain a certificate authorizing him to purchase sugar before he could obtain sugar from the refiners. The issuance of these certificates, whether by accident or design, was exceedingly slow, with the result that large stocks of refined sugar accumulated in refiners' hands.

No Reserve Stocks in Canada

These conditions have not obtained in this country as all allotments made to Canadian refiners have been steadily distributed, so that there is no accumulation either with the refiners, wholesalers, or retailers, and the householder has been able to buy only sufficient for their requirements from week to week.

There is no present indication that

supplies of raws for Canada will be increased in the immediate future. This is not a new situation, the coming months being generally months of light production owing to small receipts, and it is only the fact that reserves are of such a limited character that makes the present situation of unusual interest.

The movement of new crop sugars is only beginning, and will not have reached a normal volume till late in January or early in February, and there is little likelihood that before that time there will be any reserve stocks of sufficient proportions to warrant the Canada Food Board in lightening the present restrictions.

readily absorbed, although, for a considerable while Russia has been out of the market and neutral European countries have been left practically without tea supplies, whilst, of course, enemy countries have been unable to secure tea other than in minute quantities for some years. Even if the present system of control in this country continues for some while after the war, we imagine that the increased demand which will have to be met will cause prices in the East to reach a fairly high level. The war, with its effect on labor and finance, has tended to prevent the normal extensions in the acreage under tea and also to reduce the manuring programmes of estates. Both these causes should adversely affect output during the next few years. In some cases stocks will be increased by the various measures which it has been necessary to take to restrict output somewhat in Java and, to a lesser extent, in Ceylon and India, but any such increases should be decidedly more than offset by the adverse factors we have previously mentioned."

Sudden Removal of Substitute Rule Causes Difficulties

Unexpected Action Following Immediately on Memorandum Increasing Number of Substitutes Leaves Trade With Heavy Stocks on Hand, For Which there is But a Limited Market.

COMING only a day or so after the notice that the list of substitutes had been enlarged the announcement that the wheat flour substitute order had been cancelled, and that from now on the miller, the wholesaler, and the retailer were permitted to sell standard wheat flour without requiring the purchase of any substitutes, has come as a decided surprise.

The removal of any such legislation must of necessity eventually result in more satisfactory conditions, but the sudden action on the part of the Canada Food Board has had some serious results. Mills have installed machinery to produce these substitutes, and wholesalers and retailers have stocked heavily. The various regulations on this subject have required that the retailer lay in substantial stocks of not one, but many varieties or substitutes. These are in many instances products that in the normal course of business are scarcely marketable. There arises therefore a very serious problem for the merchant to handle. He is in many instances stocked heavily with these substitutes. He cannot return them to the wholesaler, nor the wholesaler to the mill, because there is a very evident feeling on the part of these different agencies that the market for these commodities has by the Food Board's action returned to the

normal, while stocks are very materially above the normal. Wholesaler and retailer have therefore inflated stocks in lines that are not readily marketable.

A Specific Case

A press report from Sault Ste. Marie typifies conditions that prevail in many centres.

"The latest order of the Canada Food Board, received in this city last evening, is likely to cause more food to be wasted than would have been saved in a year by the use of substitutes, according to the statement of local grocers, who have bought heavily of substitutes, with the expectation that their customers would be required to use them in making bread for some time yet. The local agent of the Lake of the Woods Milling Company has 800 bags of substitutes on hand at the present time, and, now that the Food Board has issued instructions that it will not be necessary for people to use substitutes any more, it is expected that a large quantity of the substitutes will go to waste before they can be sold. Local merchants think the board should have issued a warning before cancelling the substitute order, so that such a large quantity of substitutes would not have been manufactured and the trade loaded up with them."

SURPLUS OF SUBSTITUTE FLOURS MAY BE EXPORTED TO EUROPE

There is a strong probability that substitute flours that have been produced heavily during the last few months, and have been piling up owing to the cancellation of the order requiring their use will be diverted to feed the starving nations in Europe. It is understood that some such arrangement has been made by the Canada Food Board. If this is true it will in some measure help the situation, as retailers having large stocks of substitutes will in all probability be permitted to return them to the source from which they were purchased. The retailer who has only a comparatively limited amount, however, will in all probability not be able to get his small stock returned. Thus the retailer will in all probability be the only one to suffer by the startlingly sudden turn in the flour substitute situation.

World's Tea Production Below Demands

War Conditions Have Resulted in Lower Production, While the Depletion of Reserves Pre-supposes an Unusual Demand—How This Will Affect Prices

THERE is an ever-growing impression that tea is one of the commodities that is likely to advance as a result of the cessation of hostilities. Handlers are coming to realize that many causes have combined to lower production, while surplus stocks have been depleted during the years of war to a practically negligible factor. Many countries have been destitute of tea for a long time, and it is expected that there will be an immediate demand that will exceed the ability of the tea countries to meet.

As an illustration of how the trade

views these matters, a letter from one of the largest tea importing houses in Great Britain, with branches in most of the producing countries, views conditions. They write:

An Authoritative View

"As conditions become more normal after the termination of the war, we think it will be found that the world demand for tea will be distinctly greater than the production. With the exception of some surplus in supplies in the North American markets, and possibly China, all the tea produced has been fairly

EMBARGO ON APPLE EXPORTS RAISED

A general license has been issued to permit the export of apples in quantities. Exporters, however, are required to find their own space. It is probable that after a time when stocks overseas are replenished, the trade will be again made subject to regulation, and shippers be forced to get special licenses for any apples they desire to ship.

RESTRICTION REMOVED

The War Trade Board has been notified by the Canadian War Mission, Washington, that it is now unnecessary to apply to the Trade Department of the British Embassy, Washington, in all cases where space can be secured by the consigner and approval of shipment given by the government at destination.

Hand Brush Work vs. Air Brush Work

Good Work May Be Accomplished Without Use of the Air Brush—Hand Brush Work That's Original and a Saving in Time—Lettering Most Essential

By ROBT. T. D. EDWARDS

THESE seems to be an idea, prevalent among those who have newly broken into show-card writing, that to become a proficient card-writer they must possess an air brush; and that through its use is the only way to make what they term a really attractive and high class show-card. Now I want to explode that theory right away.

However, first of all you must understand that the air-brush is an excellent tool for show card work and has been the means of making thousands of really attractive show-cards throughout this continent. Also, it has been the means of making thousands of very poor show-cards, show-cards which are an eyesore to any display on which they are used.

In Toronto you can see air-brushed cards in some Yonge street stores which you can hardly read owing to the large amount of highly colored inks sprayed on them with the air-brush. There is poor judgment both on the part of the maker and on the part of the merchant for showing them there. Cards like these tend to repel rather than attract customers. The whole trouble lies in the inexperience in the proper handling of the air-brush.

It is felt that all amateurs should learn how to letter properly, how to make show-card designs and the proper combination of colors before attempting to make air-brush show-cards. Besides it is an expensive tool and I believe just as attractive cards can be made with lettering brushes. In fact this has been proven and is being proved to-day by prominent card-writers both in and out of the shop.

You will note reproductions of a few hand brush work cards that are considered even superior to any air-brush work you may make. They are neat in appearance and original in design and it is safe to say that they were made

Practice Exercise

in half the time that it would take to get the same effect with the air-brush.

Lettering Most Essential

The lettering on all show-cards is the most important part. A card must be lettered well to have a good appearance.



Many card-writers try lettering with color decorations such as air-brush, but this is a mistake. Perfect the brush and pen lettering first by all means, design, layout and color combination will follow.

Simplicity in Design

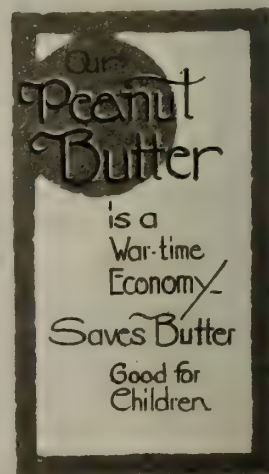
One thing to remember is that the card with the most work on it is not

always the most attractive. Simple designs, proper spacing and neat lettering, combined with color harmony will often make a superior card to one that has three times the work on it. Avoid too many curves and scrolls. Keep as much as possible to the straight line idea. Don't try to get all the colors you possess on one card. Two or possibly three colors including black is plenty.

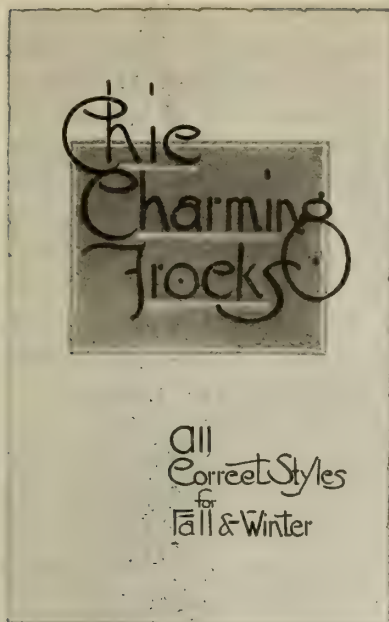
The "Canned Pumpkin" card is made on a half sheet white but can be made smaller if need be. The color scheme is just black and "pumpkin" yellow. The yellow is the broken line around the black centre panel and on the inside of the black border.

In making this card draw the border first in pencil, then draw the eight-sided panel, also in pencil. Make sure that this panel is in the centre of the card and a little lower from the top than the distance from each side. This helps balance up the white space at the bottom. The black part of the centre panel is waterproof ink put on with a brush. The reason for this being waterproof ink instead of a card-writer's black is on account of working over top of it with the white water color. Most show-card colors, especially the black will work up through the white and make it gray. This is a striking card when executed

A B C D E F G H I J
K L M N O P Q R
S T U V W X Y Z
a b c d e f g h i j k l m n
o p q r s t u v w x y z
1 2 3 4 5 6 7 8 9 0 -



properly. Many other colors or tones can be used in place of the yellow. This card can be changed to suit any line of canned goods. The white lettering on



The "Charming Frock" card shows a very dainty design for ready-to-wear displays. Many varieties of shades can be used for the panel behind the lettering. Pale gray, French gray, cream, light brown are all good colors to use behind the black lettering. Use the same color for the border as is used for the centre panel.

The "Automobile Accessories" is a striking design which should show up splendidly in an exhibit of auto supplies. The white letters on the black background stand out strong.

This is a simple design but very effective especially when worked up in color. While black is used with the gray border for reproduction purposes two tones of various can be used with good effect. Black with a cream outline, black with an orange outline, black and peagreen, dark or sepia brown with a cream edge, dark blue edge, dark green with a light green edge are only a few of the many combinations that

the black background should be put on thick or it will show up gray. Use a little smaller brush for this lettering than would ordinarily be used for this width letter.

The "Peanut Butter" card shows a somewhat different idea in layouts. The border and round spots at the top is all of the same color, a medium gray. Mark on minutely in pencil before applying the color. The border is three inches from the top and bottom of the card and two and three quarters from the sides. The circle at the top is five and one-half inches in diameter and overlaps on the border as shown. Flow the gray color on evenly, making sure first that the color is thoroughly mixed. Note the deckle edge effect on the edge of this design. The gray should be thoroughly dry before putting the black lettering on it. When the black lettering is dry take a small brush and put on the white high light as shown on the upper and right hand side of the letters.

This design can be used for any wording desired. This card is half sheet in size and of white cardboard.

The "Fall Fashion" card shows something different in show-card design. There are only the two colors used on the white card—black for the heavy border design and a medium gray used for the lettering over the black. Black waterproof ink is used for the border. This makes it possible to letter over the top without it working up. Other colors can be used instead of gray. Orange would be a good color for this time of year and make an excellent color combination with the black.

Many other designs after this nature can be made to suit any other style of lettering. Note how the letter "S" works in well with the shape of the background. The deckled edge effect is shown on both sides of the black design. This is better than using a smooth line edge.

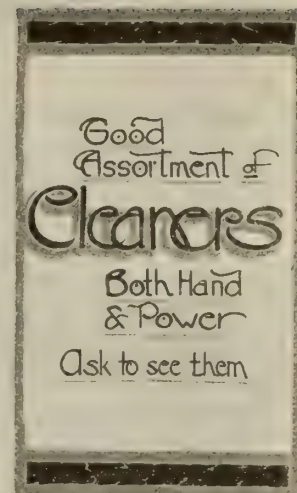


can be worked up. A variety can be made by changing the color of the lettering. While the white stands out strong any of the pale shades mentioned above for use on the outline would be very effective.

The "Cleaner" card is simple but quite effective. Three colors and shades can be used on this card. Use black for the lettering, the dark band top and bottom can be made a dark blue and the light shading used as border and shade for the word "Cleaner" can be light gray to blend with the blue. Many other combinations of colors can be used such as mentioned for use on the "Auto Accessories" card. Be careful with the layout. The border is two and one-half inches from the top and bottom of the card and two inches from the sides.

Note how the dark bands top and bottom are drawn with the rough broken edge effects and the same with the border design.

On all these cards you will notice a

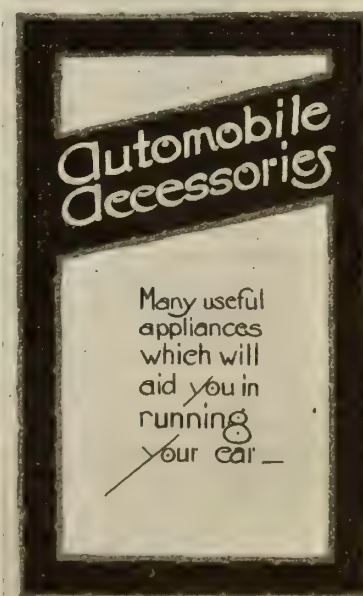


tendency to show a lot of white background. This is one of the main points for a beginner to watch. Make the lettering comparatively small so that lots of the card is shown. This makes the letters stand out better than if you tried to cover the entire card's surface with them.

The Alphabet

We have published many alphabets somewhat similar to this but not quite the same. There are many letters which are formed somewhat different. For instance the first two "A's" of both the upper and lower case alphabet are different for this style of lettering. And so all the way through the two alphabets you will find little features in many letters that have not been shown previously. You will also see by comparing the finished cards with the alphabets that we have not exactly adhered to it.

(Continued on page 45)



CANADIAN GROCER

MEMBER OF THE ASSOCIATED BUSINESS PAPERS
ESTABLISHED 1886

The Only Weekly Grocer Paper Published in Canada

JOHN BAYNE MACLEAN - - - - - President
H. T. HUNTER - - - - - Vice-President
H. V. TYRRELL - - - - - General Manager

THE MACLEAN PUBLISHING COMPANY, LIMITED

Publishers of Canadian Grocer, Hardware and Metal, The Financial Post, MacLean's Magazine, Farmers' Magazine, Dry Goods Review, Men's Wear Review, Printer and Publisher, Bookseller and Stationer, Canadian Machinery and Manufacturing News, The Power House, The Sanitary Engineer, Canadian Foundryman, Marine Engineering of Canada.

OFFICES

CANADA—Montreal, Southam Bldg., 128 Bleury Street; Telephone Main 1004. Toronto—143-153 University Ave.; Telephone Main 7324. Winnipeg—1207 Union Trust Bldg.; Telephone 3449.

UNITED STATES—New York—R. R. Huestis, Room 620, 111 Broadway, New York; Telephone 8971 Rector. Chicago—A. H. Byrne, Room 900, Lytton Bldg., 14 E. Jackson St., Telephone Harrison 1147. Boston—C. L. Morton, Room 733, Old South Bldg.; Telephone Main 1024.

GREAT BRITAIN—London—The MacLean Company of Great Britain, Limited, 88 Fleet Street, E.C. E. J. Dodd, Director, Telephone Central 12960. Cable Address, Atabek, London, England.

SUBSCRIPTION—Canada, \$3.00 a year; Great Britain, South Africa and West Indies, 12s. 6d. a year; United States, \$3.50 a year; other countries, \$4.00 a year. Single copies, 10c, invariably in advance.

PUBLISHED EVERY FRIDAY

Circulation of Canadian Grocer has been audited by the Audit Bureau of Circulation. Copy of report will be sent to anyone interested.

Vol. XXXII. TORONTO, NOVEMBER 22, 1918 No. 47

EDITORIAL BRIEFS

YOU can buy Iron Crosses in Germany, it is reported, for one cent. But who wants to invest all that money in an Iron Cross?

* * *

HURRAH for the pumpkin pie and lots of it! Prices issued this week on canned pumpkin show a marked decline. Welcome the news, Mr. Grocer; encourage its use, make friends of the boys and girls, big and little, by suggesting pumpkin pie as a dessert. One hundred per cent. delivery and almost a 50 per cent. drop in the price. Oh, you pie!

* * *

WAS it unconscious humor that made the Canada Food Board send out a notice that despite the removal of the substitute regulation, merchants could still sell substitute flours, or was it merely that they did not see that substitute flours, as such, are as dead as Pharaoh?

LEARN TO WORK

WE ARE all learning to work. What a wonderful thing it is, too. Those of us who had some smattering knowledge of what real work was, are learning *really* to work, and the few of us who did not have the admirable habit are being pressed into the service in one way or another.

A year or two ago, a two-line 6 point "want ad" was sufficient to obtain workmen for profitable employment in most communities, but times have changed. Large spaces are being used, and in addition to the mention of high wages and attractive surroundings, those engaged in war work add the patriotic appeal without being able to obtain all the good men they need.

CANADA CAN GET AND FINANCE HER BUSINESS

AT a recent meeting in Brantford, Ont., Lloyd Harris, whose work on the Foreign Trade Commission has been in no small way responsible for the stream of orders pouring in for the Canadian manufacturer, stated emphatically that export business was to be had. That the great problem for the Canadian manufacturer was not whether or no business was available, but rather whether it could be financed. "If you can finance the business you can get it," said Mr. Harris; "but you must be prepared to finance it for some years to come."

Canada's response to the Victory Loan is an ample indication that Canada can finance any business that is presented. The overwhelming way in which the Canadian public reached and passed the great objective set is an outstanding demonstration of this fact. There will be other loans to follow in all probability, but Canada is able to take care of them. And if Mr. Harris is right, and he has been in a position to know, there should be no hindrance to the onward march of Canada's prosperity.

IS YOUR NAME BASCOM SMITH?

"BASCOM SMITH liked his supper promptly at fifteen minutes past six, the fifteen minutes being for thirty years his regular allotment to glance over the day's receipts of the Murratown Leading Grocery Store, lock the store after his two clerks had gone, and then walk, at a deliberate gait, the four blocks east from Main Street to his square, flat-roofed, white house."

Ida M. Evans writes the above as her opening paragraph of her story in a recent issue of the *Saturday Evening Post*.

The story is supposed to be fiction, but is it fiction that this is the procedure of many of the smaller business men? Just imagine, only fifteen minutes to "glance over the day's receipts," lock up the store and walk four blocks at a deliberate gait. In other words, about ten minutes or less devoted to one of the most important parts of the business day, seeing what had been accomplished and planning for the future. Only ten minutes spent in analyzing the problems of ten hours. Only ten minutes to check up receipts and expenses, to examine invoices and make sure that charge accounts were correct. Only ten minutes to attend to the thousand and one little things to which successful merchants devote hours of patient endeavor each week. If this picture of Bascom is correct even in any small details, it contains a lesson that should make many retailers get a whole lot closer to their business than they have been getting.

Current Events in Photograph



VICTORY ARCH

The handsome Victory Arch here shown was built by the retail merchants of St. Catherine St., Montreal, and was presented by them to the Victory Loan Committee. It was made of lath and plaster and was very imposing in its snow-white coat of dull finish. It was erected on St. Catherine St. in front of Phillips Square. At a formal function, which was largely attended, it was dedicated, and the suggestion made at the time that a marble replica of the arch be made to form a permanent memorial of the success of the Victory Loan campaign and also of the Allies' triumph in the great war was well received and may be adopted.

Last Minute Wires From Ottawa

Embargo on Tin Lifted—No Likelihood of Change in Present Sugar Situation—British Columbia Salmon Pack Controversy Settled

By Canadian Grocer Special Representative at Ottawa.

OTTAWA, Nov. 20.—The embargo on tin plate has been withdrawn and sufficient supplies will be available to meet present demands with the promise of gradually increasing supplies. This change will do away with the necessity of various movements intended to promote the curtailment of the consumption of tin.

No Change In Sugar

There is no likelihood of any immediate increase in sugar rations. Two Montreal refiners, according to the Canada Food Board, have been closed for some time owing to the shortage of raws, and there is no likelihood of any immediate change in the situation that would warrant any increase in the rations permitted.

B. C. Canning Question Settled

The trouble that has arisen between the British Columbia packers and the British Food Ministry over prices to be paid for the part of the salmon pack that was requisitioned for their use has

been finally settled, and the proportion of the pack that was requisitioned has been taken over in toto. It is not known just what the price is, but the United States Government has fixed the following prices for the portion of their pack taken over as follows: Puget Sound Sockeye, flats, \$13, talls, \$12.60; halves' flats, \$8. It is probable that the British Columbia price will be somewhere around these figures.

Licensing Probably to Continue

While it is not known that the Government is considering the matter especially, it is not unlikely that the licensing system will be continued. The Canada Food Board contends that the retailers' licensing system has resulted in much good. It has, they claim, eliminated speculation in such products as potatoes and apples for example. They claim that nothing could have been done to stimulate the fish business without the present system of licensing. They suggest that for some time to come international trade will be conducted as between countries rather than between individuals.

SUBSTITUTE FLOUR ORDER WITHDRAWN

There are now no restrictions remaining regarding the sale of substitute flours with wheat flour. Flour will still be milled according to the war grade, but the merchant is freed from the need of requiring his customers to purchase one pound of substitute with every four pounds of wheat flour.

Enquiry Department

WHEN you become a subscriber to **CANADIAN GROCER** this is part of the Service you buy. We are glad to be of any assistance to our readers and enquiries are solicited. Cut out the coupon at the bottom of page, fill out and mail to us if you want to know where to buy a certain product, agents for any particular line, manufacturers of a special article, etc.

BOOKS AND MATERIAL FOR SHOW CARDS

Where is it possible to obtain books dealing with show card and ticket writing, and also where can I obtain pens, brushes and inks for the same?—Frederick C. Gardiner, Portage la Prairie, Man.

Answer—Two books, "How to Make Show Cards," \$1.00, and "Modern Show Cards, Lettering and Design," \$1.00, are obtainable from the Technical Book Dept., MacLean Publishing Co. A series of articles dealing with this subject appears in **CANADIAN GROCER**. Materials may be obtained from The Art Metropole, Toronto; A. Ramsay & Son, Montreal; Reliance Ink Co., Winnipeg; F. Weber & Co., Philadelphia, Pa.

QUESTION REGARDING LICENSES

(1) Can a wholesale grocer sell to a saw mill boarding house? (2) Can the members of the firm retail to themselves with a retail license? (3) Can a saw mill boarding house get a retail license as they have only been in business for a few months? And what is the penalty for such offence? Please answer through columns of the **CANADIAN GROCER**.—M. G. McLean, Quaticum, B.C.

Answer—No. 1—No. No. 2—Not legally, but it is a situation that it would be difficult to prohibit. No. 3—They could secure license at the discretion of the Canada Food Board. Penalty, cancellation of license.

PLANS FOR HOUSE BUILDING

I intend building a residence within a short time and wish to get some information as to plans, etc. Will you kindly advise or recommend some building magazine or book on building, preferably Canadian, that would be of value along this line? I am looking for plans, suggestions, etc., and no doubt you can give me information as to where one can get started along the right path.—M. T. J. McKee, Richmond, Que.

Answer—There is a book entitled, "Building a Home," which describes everything

from selecting the site to interior decoration; its cost is \$1.50 and it can be procured from the Technical Book Department of the MacLean Publishing Co., University Ave., Toronto. There are also two magazines that deal more or less directly with this question. They are "Construction," published by the H. Gagnier Co., Toronto, price \$3.00 a year, and "The Canadian Builder and Carpenter," Commercial Press, Toronto, price \$1.00.

SELLING APPLES IN TOWN

Can a grocer take a carload of apples into town and sell them off the car to consumers without a license?—Subscriber, Cochrane, Ont.

Answer—The grocer in question will have a grocer's license, and we can see no reason why that license would not be sufficient to cover such dealing. There may be a tax imposed by the civic authorities on such trade to be considered.

ELECTRIC COFFEE MILL

Would you kindly advise me where I can purchase an electric coffee mill?—Leavitt & Chadsey, Ayer's Cliff, Que.

Answer—Computing Scale Co. of Canada, Toronto; Hotoil Manufacturing Co., Toronto; W. A. Freeman & Co., Hamilton, Ont.; Woodruff & Edwards, Elgin, Ill.

WHERE TO GET JUTE BAGS

Please advise us where we can buy a lot of second-hand jute bags for handling cargo of potatoes.—Industrial Co-operative Society, Ltd., Sydney, N.S.

Answer—E. Pullan, Maud St., Toronto; J. N. Walker & Co., Montreal; Toronto Mill Stock & Metal Co.

PROMINENT NEWSPAPERS ABROAD

Would you be kind enough to give me the names of the principal papers in Paris, France; London, England, and some places

in Scotland and Ireland? The class of readers I wish to reach are the exporters and manufacturers. —, Chapleau, Ont.

The following are the most representative papers: **Paris**—New York Herald, Matin, Daily Mail, Temps, Presse, Journal des Debats, Echo de Paris, Petit Journal, daily. **London**—Times, Daily Mail, Daily Chronicle, Westminster Gazette, Post, Telegraph, News, News and Leader, Standard, Globe. **Liverpool**—Evening Express, Daily Courier, Post and Mercury. **Leeds**—Mercury. **Manchester**—Daily Mail, Sketch, Evening News, Guardian. **Newcastle-on-Tyne**—Daily Chronicle, Daily Journal. **Sheffield**—Daily Telegraph, Evening Telegraph and Star. **Scotland—Edinburgh**—Evening Despatch, Evening News, Scotsman; **Glasgow**—Record and Mail; Times, Evening Citizen, News, Herald; **Aberdeen**—Daily Free Press, Journal, Evening Express, Evening Gazette; **Dundee**—Evening Post and Telegraph. **Ireland—Dublin**—Irish Times, Irish Daily Independent, Daily Express; **Cork**—Constitution, Daily Free Press, Examiner; **Belfast**—Evening Telegraph News Letter, Northern Whig; **Waterford**—Evening News.

BARLEY, SPLIT PEAS, GRITS

Will you please give us names and addresses of any Ontario millers manufacturing buckwheat grits, split peas, and pearl barley?—Consolidated Purchasing Co., Winnipeg.

Answer—For pearl barley would refer you to Western Canada Flour Mills Co., Winnipeg; White Swan Spices & Cereals, Toronto; Canadian Cereal & Flour Milling Co., Toronto; Morrow & Co., Toronto. For split peas would refer you to Dunca, Has-ton & Co., Owen Sound, Ont.; Canadian Cereal & Flour Milling Co., Toronto; Morrow & Co., Toronto. For buckwheat grits would refer you to Morrow & Co., Toronto.

ADVERTISING

Advertising is the education of the public as to who you are, where you are, and what you have to offer in the way of skill, talent or commodity. The only man who should not advertise is he who has nothing to offer the world in the way of commodity or service.

CANADIAN GROCER,
143-153 University Avenue,
Toronto.

For Subscribers
INFORMATION WANTED

Date.....191...

Please give me information on the following:

Name

Address

CURRENT NEWS OF THE WEEK

Canadian Grocer Will Appreciate Items of News from Readers for This Page

Maritime

Hazen J. Burton, of H. J. Burton & Co., St. Andrews, N.B., died at the residence of his mother, Mrs. Thomas Burton, recently of an attack of influenza complicated by pleuro-pneumonia. He was born in St. Andrews on April 1, 1886, and was educated in the public schools of the town. He joined his father in the grocery business, to which he finally succeeded. Mr. Burton's wife pre-deceased him by less than a month, and the anxiety and sorrow of this bereavement undoubtedly made him less able to fight the malady that caused his death.

Quebec

J. A. Beaudoin, Chaudiere Curve, has sold his assets.

R. Dennis & Co., grocers, Montreal, have dissolved partnership.

J. Perron, general store, St. Adelphe de Champlain, has sold his assets.

J. U. Dalbec, of Cote & Dalbec, wholesale apple handlers, Montreal, is dead.

J. Masse & Fils, general store, Roxton Falls, has sold to Wilfred Despart.

H. D. Marshall, of Ottawa, visited his Montreal office last week.

Mrs. Joseph Goora, grocer, has been registered under the name Epicerie de Choix.

J. S. Myers of the Peerless Cereal Mills, Ltd., Woodstock, visited Montreal last week.

S. Grandmaison, connected with H. D. Marshall at Ottawa, was in Montreal this week.

Neipha Beauchamp of N. & N. Beauchamp, general merchants, St. Rose de Lima, is dead.

Mrs. Ernest Bastien, Montreal, has registered in a grocery business under the firm name E. Bastien & Co.

S. T. Nishimura, of the Meiji Trading Co., and with headquarters at Shidzuoka, Japan, was in Montreal this week and met some of his old business friends.

Freeman & Sheely, wholesale grocery brokers, Montreal, have dissolved partnership. Joseph Lloyd Freeman of that firm has registered as a wholesale grocery broker under the firm name, J. L. Freeman & Co.

Ontario

Albert Dakins, general storekeeper, Poole, is dead.

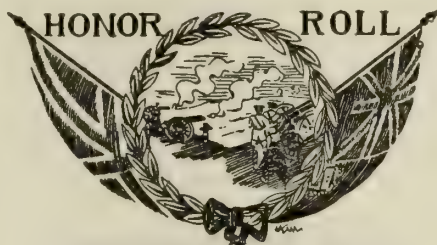
Levi G. Wildfang, general storekeeper, Moorefield, is dead.

Don Cameron, butcher, Carleton Place, has sold his assets.

John Jury, of Jury & Amy, general merchants, Elmira, is dead.

Thomas Percy, grocer, Smiths Falls, has been succeeded by R. H. Percy.

R. C. Pattie, general store, Riceville, has been succeeded by Metcalfe & Scott.



Corporal J. V. Good, M.M., was killed in action on his 31st birthday. Cpl. Good is the son of Mrs. Mary Good, 165 Poplar avenue, Saskatoon. Cpl. Good enlisted with the 65th Battalion in 1915 and has served as a battalion runner since. He was wounded on August 25th of last year, but was able to return to the trenches in December of that year. Was slightly wounded about 3 weeks ago. Cpl. Good won the Military Medal when he was recommended for carrying messages on the Somme and Vimy Ridge under shell fire, and on the attack at the outskirts of Lens. Previous to enlisting Cpl. Good was employed in C. T. Woodside's grocery, Saskatoon. He was born in Brussels, Ont., and lived in Saskatoon 10 years.

Walter Pilkington, grocer and baker, Hamilton, has sold to Horace Clark.

C. F. McArthur, Ltd. have discontinued their store at Kenmore, and now do business at Russell only.

The Baden Creamery Co. has been incorporated with a capitalization of \$40,000. The head office will be in Kitchener.

James Swinn has purchased a grocery store in Sandwich, and has moved to that city. Up to a short time ago Mr. Swinn was employed in the C. W. Henderson Co.'s store, Kingsville, having charge of the grocery department.

A company to be known as the Bloomfield Milling Co-operative Co., Ltd., has been incorporated in the Province of Ontario, with a capital of \$20,000, to do a general milling business. The head office will be at Bloomfield.

Thos. Jordan, who conducts a grocery business in the West, is spending some time in Durham, where his wife who was east on a visit had contracted influenza. Mr. Jordan formerly conducted a restaurant and grocery in Durham in partnership with Jos. Burnett, under the firm name of Jordan & Burnett. He later was engaged in business at Holstein.

Lester Arnold Taggart, a prominent Smiths Falls merchant, died after an illness of ten days, of pneumonia. The late Mr. Taggart was a son of the late E. D. Taggart, Smiths Falls, and was born in Westport forty years ago. When the late John Anderson died, he bought

out his grocery business and has for the past five years conducted this business on Main street.

Roy Taylor, Walkerville, has sold out to Hicks & Craig.

James Keith, for upward of forty years secretary of the Lindsay Central Fair and a leading grain merchant in Lindsay for years, passed away this morning.

Roy Murray and W. F. Carey, who went overseas with the 28th Battalion and have returned home after a lengthy service at the front, have purchased the business formerly known as Murrays, at Weyburn, Sask., and will conduct it under the firm name of "Veteran." At present Mr. Carey is ill in hospital at Fort William, Ont., but he is expected to reach the city shortly and in the meanwhile the business is being looked after by Mr. Murray, assisted by J. S. Hamilton.

Western

W. J. Gillander, butcher, Edmonton, is dead.

R. Jourdin, butcher, Aylesbury, Sask., has sold out.

Shpauk Bros., Regina, Sask., have sold out.

E. Vargo, butcher, Sangudo, Alta., has sold out.

Jacob Moses, Winnipeg, has been succeeded by Harry Green.

H. Basil of J. Basil & Son, butchers, Winnipeg, is dead.

Rockfort Bros., general store, Walkerville, Alta., has sold out.

H. C. Leggo, general store, Bethune and Keddlstone, Sask., has sold out.

J. W. Miller, general store, Brookdale, Man., has sold to Chas. Leader.

A. Berggrin, general store, Meninsino, Man., has sold to H. E. Carlson.

Parker & Robinson, butchers, Wetaskiwin, Alta., have dissolved partnership.

S. J. Staples & Son, Carman, Man., has been succeeded by J. D. McGowan.

R. W. Dally, general store, Fallis, Alta., has been succeeded by W. Hayes.

John Giles, general store, High Bluffs, Man., has been succeeded by L. D. Phinney.

G. W. Scoriah & Son, general store, Kibbey, Sask., are discontinuing business.

W. G. Murphy, of W. G. Murphy & Co., general merchants, Carberry, Man., is dead.

Jno. Kinasevitch has opened a grocery and confectionery business in Innisfree, Alta.

J. D. Munro, general store, Tugaskie, Sask., has been sold to Stewart & Wright.

Chas. J. Emm, general store, Lewvan, Sask., has been succeeded by Epstein & Robinovitch.

SOLICITOR OF MANITOBA BOARD OF R.M.A. DIES

R. B. Kilbourne, LL.B., solicitor for Manitoba Provincial Board of Retail Merchants' Association of Canada, Inc., died on Tuesday morning, Nov. 12th, at St. Boniface Hospital. Mr. Kilbourne was sick for two weeks with influenza. He has been a resident of Winnipeg for eight years, where he was a student in the office of Aikins, Loftus & Aikins. He has practised Law for himself at 1,102 McArthur Building for about four years. Prior to coming to Winnipeg he taught school at Ninga, Hartney, Bois-sevain and Deloraine. Mr. Kilbourne leaves a mother, three brothers and a sister. The mother and brothers live at Lambeth, Ont., and his sister at Komoka, Ont.

HEAD OF COCOA FIRM DIES

Francis James Fry, for many years chairman of the house of J. S. Fry & Sons, Limited, of Bristol, England, passed away on November 15th in his eighty-fourth year. For nearly seventy years the late Mr. Fry has been prominently associated with the above house, and he has had no small part in its development. He was a man with a world vision and the ability to make that vision an actuality. His death will be a very real loss to the firm, with which he has been for so long associated, and to the commercial interests of the nation.

TRAVELLER SUCCUMBS TO FLU

Chas. Mountjoy, who represented the H. J. Heinz Company, died early this week at Winnipeg. He is well known among the trade, and the news of his untimely death will come as a shock to his many friends.

Prior to going on the road he was in newspaper work, having been a reporter on the London "Advertiser." His home is in London, Ont.

TORONTO GROCERS MEET

A meeting of the grocers' section of the Toronto branch of the Retail Merchants' Association was held in the Association rooms on Monday evening with the president of the section, R. Dowson, in the chair. Mr. Brayley presented a report on the progress of the campaign to get signatures for an early closing petition, and a very spirited discussion arose. It was finally announced that the majority of the work had been accomplished, and that within the course of a couple of weeks the petition would probably be ready to present to the city council.

There was some discussion of the City Health Officer's order requiring the covering of cakes and pastry and other food products, over which there was some difference of opinion. There was also a spirited discussion on the question

of substitutes, and how the grocer had suffered from the many changes in the regulation.

"TED" TINCKNELL PASSES AWAY

It was a shock to everyone who knew him to hear that Frederick (Ted) Tincknell, Paris, Ont., had passed away. He was at work in the store Saturday though suffering distressingly from the prevalent influenza. Sunday at an early hour he developed serious symptoms and his heart collapsed under the strain Monday at dawn. "Ted" was the youngest son of the late John Tincknell, was born in Paris and on leaving school engaged



The Late Frederick Tincknell

as a grocery clerk with Henry Rehder where he served nine years. Three years ago he formed a partnership with Mr. Woods, and opened business in the Review block. Never physically strong Mr. Tincknell attempted too much when the help shortage was acute and thus became a readier subject for the epidemic. Always good humored and good natured "Ted" Tincknell was a citizen of cheer, an honorable business man who will be missed and mourned by a wider circle than ordinary.

His death was a distinct shock to the grocery trade. Every traveller on the road knew Ted, who was the buyer of Woods and Tincknell. Whether you got an order or not he was always a good fellow and thoroughly understood his business. The fact that these two boys built the business from nothing up to \$65,000 a year in little over three years bears witness to their popularity amongst the citizens of Paris. No one will feel Mr. Tincknell's death more than Mr. Woods, his partner, as they were inseparable, sharing everything and bearing all burdens equally. The "GROCER" can only extend its heartfelt sympathy to Mr. Woods and the remaining relatives of Mr. Tincknell.

NEWFOUNDLAND LICENSES HERRING PACKERS

(Consul James S. Benedict, St. John's, Oct. 12.)

By an order of the Herring Fisheries Board, dated October 5, every packer of herring in Newfoundland using the Norwegian method is required to take out an annual license and to brand each package of his product with his license number. The order, which also provides for the official inspection of the pack, reads as follows:

1. No person shall engage in the business of curing and packing herrings under the Norwegian method at any place in the Island of Newfoundland without having previously taken out an annual license, which shall be numbered and issued before engaging therein. And the owner or manager of every plant shall cause to be branded upon the head of every barrel or half barrel the number corresponding to the number of the license of said curer or packer. For this purpose he shall obtain through the Herring Fisheries Board a suitable branding iron, the cost of the same to be fixed by said board and defrayed by the licensee. No branding irons other than those obtained from the Herring Fisheries Board shall be used. Any person or persons in the Colony selling, purchasing, or exporting or being in any way a party to any transaction in the nature of a sale, purchase, or export of any package containing any herrings put up under the Norwegian method without such brand as above described shall be deemed guilty of an offence against these rules and regulations.

2. All herrings cured and packed under such license shall be inspected and branded by an authorized inspector and the certificate of inspection produced by the shipper to customs officer when applying for export entries, and an inspection fee of 10 cents per barrel and 5 cents per half barrel shall be paid to said officer and by him remitted to the Herring Fisheries Board at St. John's.

Letters to the Editor

A PERTINENT QUESTION

"We noticed in a newspaper today that we were no longer required to sell any substitutes with flour. Is this correct?"

We read in your magazine where oatmeal and cornmeal flour had been included in the substitute list.

Will you please advise us?

If it be no longer necessary to sell substitutes it is quite probable that we will be unable to dispose of our substitute flours. Must we allow these products to spoil or has the Food Board made any arrangements to relieve the merchant of them?—F. H. Ferris, Harrow, Ont."

WEEKLY GROCERY MARKET REPORTS

Statements From Buying Centres

MARKETS AT A GLANCE

RAISINS spell relief to more than one in the grocery trade to-day, and the reason is not far to seek. The embargo against the export of these has been lifted by the United States Food Administration, and Canada stands a chance of receiving a few new crop raisins for the Christmas trade. It is intimated that other dried fruits, such as prunes, apricots and peaches, are also removed from the embargo list, but few if any of these are expected, owing to heavy Government orders which have largely absorbed the small production.

The removal of restrictions on the use of wheat flour by eliminating the necessity of using substitute flours has caught millers, wholesalers and retailers with heavy stocks of substitutes. Indications are that the Canada Food Board has made arrangements for disposition of these, but details have not yet been worked out. It seems possible that millers will be asked to take back unbroken packages of substitutes from retailers to be assembled with millers' stock for shipment to any point the Food Board may direct. This would seem to be a solution of a situation which might well result in a serious waste otherwise. Details as to how Food Board will deal with question will be eagerly awaited.

Sugar prices have been revised in line with price set on new crop raws, granulated being up from 45 to 55c per 100 pounds. Refiners are absorbing part of the additional cost, raws being up about 90c.

MONTREAL—Several advances have been made in staple lines this week, among them refined sugar and coffee, the latter making a further advance in addition to that of two weeks ago.

Flour is one line showing a decrease in price, this being 15c per barrel on standard war flours.

The Government's lifting of the clause regarding substitutes to be sold with flour, when ordered, has been one of the outstanding surprises of the week, and many hope that a way will be found of relieving the holders of the stocks of substitutes which they have already taken delivery of.

Potatoes are easier. Tomatoes of the hot-house variety are higher in price. Lemons and oranges are easier, too. Indications are that prices will advance rather than decline.

TORONTO—Higher prices on condensed milk and evaporated milk have been named to the trade this week. Condensed coffee and cocoa have also followed the upward trend, and new quotations are now in effect.

New prices are out on canned pumpkin, and these show a marked decline from opening figures of last year. This will be welcome news to the trade, and the advice that 100 per cent. delivery will be made is also gratifying. Canned pears are also being quoted, prices being slightly higher than those in effect last season.

Some shipments of raisins seem possible for the Christmas trade, the embargo on the export of these from the United States having been lifted. Opinions vary as to whether stocks on hand will carry trade through to the end of the year, some indicating that supplies on hand are sufficient, whereas others are just as positive that a scarcity will be in evidence. At any rate the outlook for the coming year is brighter by reason of the removal of the embargo.

Cereals are ruling with a firm undertone. Both oats and corn are showing steady advances in view of probable heavy export demand, and this will have a tendency to increase price of cereals to the trade. No change for the week has yet been made.

Wheat flour has declined 15c per barrel, and declines in some of the substitute flours have also been made in some quarters, wholesalers making lower prices, evidently wishing to clean up on stocks on hand in view of removal of restrictions on use of wheat flour.

WINNIPEG—The situation in coffee, to say the least, is unique. The lower prices the trade hoped for after the cessation of hostilities have failed to materialize. Instead of lower prices, some lines of coffees have doubled in price within the last few months. Santos coffees have doubled in price, and Rios are up fully 50 per cent. and all other grades from 25 to 50 per cent., and even at these unusual prices some importers complain that it is impossible to keep up their stocks.

The situation in Brazil is remarkable from the fact that it is claimed they have at the present time about two and one-half crops on hand, which is being looked after by the Brazilian Government. There is apparently nothing in the situation at the present time which will bring about lower prices; in fact, higher prices are generally looked for.

Trade in fruits has been fair all week. Wholesalers are hampered at the present time by being from 15 to 20 days away from the buying market, and it is hard to get supplies of lemons, oranges and grape fruits, which are in big demand. There is a shortage at the present time in these lines.

QUEBEC MARKETS

MONTREAL, Nov. 20.—There is somewhat of a waiting attitude here. General commodities have advanced, indicating that there is no immediate likelihood of declines being arranged. There is really quite a firm undertone in a general sense.

Sugar Advances;

Supplies Scarce

Montreal.

SUGAR.—Refined sugar scored an advance of 55c to 95c per 100 pounds on Monday last. This is the result of the new basis agreed upon for the new Cuban crop of raws, and the quotations are made at \$9.95 to \$10.05 as listed below. There is little new in the general situation, and refiners state that they can add little to what is already known regarding the immediate future of this important commodity. As stated last week, it is possible to refine sugar only on a restricted basis, and the run from month to month is prescribed within about 50 per cent. of the capacity of various plants. No immediate improvement is anticipated in the general delivery situation.

	100 lbs.
Atlantic Sugar Company, extra granulated sugars, 100 lbs.	10 05
Acadia Sugar Refinery, extra granulated	10 05
St. Lawrence Sugar Refinery	10 00
Canada Sugar Refinery	9 95
Dominion Sugar Co., Ltd., crystal granulated	9 50
Special icing, barrels	9 30-9 40
Icing (25-lb. boxes)	9 60-9 80
Icing (50-lb. boxes)	9 50-9 60
Diamond icing	9 10
Yellow, No. 1	8 90-9 20
Yellow, No. 2 (Golden)	8 70-9 00
Yellow, No. 3	8 60-8 90
Powdered, barrels	9 20-9 30
Paris lumps, barrels	9 85-10 20
Paris lumps (50-lb. boxes)	9 65
Paris lumps (25-lb. boxes)	9 85
Crystal diamonds, barrels	10 25
Crystal diamonds (boxes 100 lbs.)	10 50
Cut loaf (50-lb. boxes)	10 50-10 60
Cut loaf (25-lb. boxes)	10 70-10 80

Canned Goods Steady;

Movement Easy

Montreal.

CANNED GOODS.—Prices have continued to rule without immediate change, but with any large requirements in sight, jobbers are inclined to meet the request with favorable prices. Corn, of course, is firm, but tomatoes have been distributed on the basis of the lower quotations already outlined in these pages. There is not a great deal of immediate business passing, and some do not look for a big stir at present. Stocks are ample.

Salmon Sockeye—	
“Clover Leaf,” ½-lb. flats	2 45
Sovereign, 1-lb. flats	4 62½
Do., ½-lb. flats	2 30
1 lb. talls, cases 4 doz., per doz.	4 50
½ flats, cases 8 doz., per doz.	1 50
Chums, 1-lb. talls	2 05
Do., ½-lb. flat	1 20
Pinks, 1-lb. talls	2 60
Cohoes, 1-lb. talls	4 35
Red Springs, 1-lb. talls	4 60
Red Springs, ½ lb.	2 45
White Springs (1s)	2 30
Salmon, Gaspe, Niobe Brand (case of 4 doz.), per doz.	2 25
Canadian sardines (case)	6 75
Norwegian sardines, per case of 100 (¾s)	22 00

Lobsters, 1/2 lb. tins, doz.	3 60	3 65
Canned Vegetables and Fruits—		
Asparagus (Amer.) mammoth green, doz.		4 00
Tomatoes, 1s		0 95
Tomatoes, 3s	1 95	2 02
Tomatoes, U.S. pack, 2s	1 40	1 50
Tomatoes, 2 1/2s	1 90	1 92 1/2
Tomatoes, gallons	6 00	7 05
Peas, standards	1 45	1 47 1/2
Peas, early June	1 57 1/2	1 60
Peas, extra fine, 2s		2 35
Do., fancy, 20 oz.		1 57 1/2
Peas, Moigan, extra fine	2 20	2 25
Beans, golden wax	1 95	1 97 1/2
Beans, Refugee	1 95	2 00
Do., old pack	1 80	1 95 1/2
Do., new pack		2 00
Beets (new sliced), 2-lb.	1 40	1 42 1/2
Do., (old sliced), 2-lb.	1 60	1 62 1/2
Corn, 2s, doz.	2 20	2 27 1/2
Spinach (U.S.), 3s		3 00
Do., (U.S.), gallons		10 00
Corn (on cob, gal. cans), doz.	7 80	8 30
Red raspberries, 2s	4 00	4 17 1/2
Simcoes		2 75
Red cherries, 2s	2 60	2 90
Strawberries, 1918 pack (2s)		4 00
Rhubarb, 2 1/2s		2 50
Blueberries, 2s, doz.		1 85
Blueberries, gallons		7 00
Pumpkins, 2 1/2s	1 60	1 70
Pumpkins, 3s		1 75
Pumpkins (gallon), doz.		6 00
Potatoes, Can. Sweet, 2 1/2-lb. tins		2 10
Potatoes, Cal. Sweet, 2-lb. tins		2 75
Carrots, sliced, 2s	1 45	1 75
Apples (gallons)	4 00	5 00
Peaches, 2s (heavy syrup)	2 40	2 80
Peaches, standard grade, 2 1/2 lb.		3 60
Peaches, gallon pie (peeled)	7 60	7 75
Pears, No. 2		2 75
Pears, gallon (pie peeled)		7 00
Pineapples, 1 1/2s		2 25
Pineapples, 2s	3 10	3 50
Pineapples (grated), 2s		2 90
Greengage plums (light syrup), No. 2		2 25
Lombard plums (heavy syrup), 2s	1 70	2 05

Cane Syrup Higher;

Molasses Freer

Montreal.

MOLASSES AND SYRUPS.—An advance in the price of cane syrup has been effected this week, following the higher basis for refined sugar. Fifty cents has been added all around to the various quotations made by the makers, and these will be found below.

Molasses is steady and firm, with fancy grades selling as high as \$1.18 per imperial gallon. There is some improvement in supplies, one jobber stated, and distribution is better than it was.

Corn Syrup—	
Barrels, about 700 lbs.	0 07½
Half bbls.	0 07½
Kegs	0 07¾
2-lb. tins, 2 doz. in case, case	4 80
5-lb. tins, 1 doz. in case, case	5 40
10-lb. tins, ½ doz. in case, case	5 10
20-lb. tins, ¼ doz. in case, case	5 05
2-gal. 25-lb. pails, each	2 25
3-gal. 38½-lb. pails, each	3 40
5-gal. 65-lb. pails, each	5 40
White Corn Syrup—	
2-lb. tins, 2 doz. in case, case	5 30
5-lb. tins, 1 doz. in case, case	5 90
10-lb. tins, ½ doz. in case, case	5 60
20-lb. tins, ¼ doz. in case, case	5 55

Cane Syrup (Crystal) Diamond—	
2-lb. tins, 2 doz. in case, per case	7 50
Barrels, per 100 lbs.	10 25
Half barrels, per 100 lbs.	10 50
Glucose, 5-lb. cans (case)	4 80

Barbadoes Molasses—	Island of Montreal
Punchons	1 13
Barreles	1 16
Half barrels	1 18
For outside territories prices range about 3c lower.	

Plenty of Rice;

Tapioca Firm

Montreal.

RICE.—Prices are held without change. There is enough supply here to take care of the trade in prompt order and the outlook indicates a maintenance of supplies for this season. Tapioca is steady and decidedly firm, with some asking up to 18c per lb. for their stocks.

Ice Drips—Japan	11 25
Carolina	15 00
Siam, No. 2	9 50
Siam (fancy)	10 25
Rangeon “B”	9 50
Rangeon CC	9 10
Mandarin	10 00
Tapioca, per lb. (seed)	0 14½
Tapioca (Pearl)	0 14

No Cheap Nuts;

Freights May Ease

Montreal.

NUTS.—Jobbers are inclined to ask more for nuts, but there are no actual advances this week, excepting a firming of tendencies for roasted peanuts. Supplies are quite fair of some lines, while other imported varieties are getting shorter. In view of the news received last week, there may be a tendency to an easing of freight rates for ocean borne supplies, but there is little suggestion that this will in any way affect the local markets for some weeks, probably not for months.

Almonds (Tara), per lb.	0 27	0 30
Almonds (shelled)	0 25	0 55
Almonds (Jordan)	0 20	0 70
Brazil nuts (new)	0 20	0 25
Brazil nuts (med.)	0 15	0 17
Filberts (Sicily), per lb.	0 20	0 24
Filberts, Barcelona	0 24	0 25
Hickory nuts (large and small), lb.	0 10	0 15
Peanuts (roasted)—		
Bon Tons	0 25	0 25
Jumbo	0 25	0 28
Champion	0 22	0 22
Fancys, per lb.	0 24	0 25
Extras, per lb.	0 19	0 20
Shelled, No. 1 Spanish	0 18½	0 19
Shelled, No. 1 Virginia	0 19½	0 20½
Do., No. 2	0 14	0 14
Peanuts (salted)—		
Fancy wholes, per lb.	0 40	0 40
Fancy splits, per lb.	0 35	0 35
Salted Spanish, per lb.	0 25	0 27
Pecans (new Jumbo), per lb.	0 28	0 32
Pecans, large, No. 2, polished	0 28	0 28
Pecans, New Orleans, No. 2	0 21	0 24
Pecans “paper shell,” extra large		
Jumbo	0 60	0 60
Walnuts (Grenoble)	0 29	0 35
Walnuts (new Naples)	0 16	0 18
Walnuts (shelled)	0 85	0 95
Walnuts (Spanish)	0 30	0 33

Note—Jobbers sometimes make an added charge to above prices for broken lots.

Raisins Can Come;

Mixed Peels Here

Montreal.

DRIED FRUITS.—With the embargo lifted from raisins, the trade is much pleased with the prospect of getting needed supplies forward. The only regret is that these will not be likely to arrive for some time. A new line of mixed peels, in boxes, has been received by a big jobber, and this is selling at \$4.10 per dozen in one pound cartons.

Apricots—		
Choice	0 26	0 28
Slabs	0 24½	0 25
Fancy		0 30
Apples (evaporated)	0 16½	0 20
Do., fancy		0 20

Peaches (fancy)	0 21	0 23
Faced	0 19	0 19
Choice	0 20	0 21
Extra choice	0 21	0 24
12 oz., per pkg.	0 16	0 18
Pears	0 24	0 25
Drained Peels (old)—		
Citron	0 46	
Lemon	0 40	
Orange	0 41	0 43
Drained Peels (new)—		
Lemon	0 40	0 41
Orange	0 42	0 43
Citron	0 47	0 48
Cut mixed (1-lb. cartons), doz.	4 10	

Raisins—		
Malaga, table box of 22 lbs., 3-crown cluster, \$3.25-\$4.00; 4-crown cluster, \$5.00; 5-crown cluster, \$6.00.		
Muscatsels, loose, 2-crown	0 14	
Muscatsels, loose, 3-crown, lb.	0 15	
Cal. Seedless, 15 oz.	0 15½	0 17
Cal. seedless, loose	0 14½	0 16½
Fancy seeded, 16 oz. pkgs.	0 16	0 20
Choice seeded, 16 oz. pkgs.	0 17	0 19
Valencias, selected	0 11½	
Valencias, 4-crown layers	0 11½	
Sultanas (bleached) 50-lb. boxes	0 16½	0 20
Currents, old	0 24	0 29
Cartons	0 32	
80 lb. Ainslia	0 28	
12 oz.	0 26	
Do., new	0 32	
Dates, Excelsior, per case (36-10s) ..	7 00	
Do., Dromedary (36-10oz.)	8 00	
Packages only, Excelsior	0 20	
Packages only	0 19	0 20
Do., Dromedary	0 22	
Figs (new), 100 to case	11 00	
Figs (laver), 10-lb. boxes	1 90	2 75
Figs (mats)	0 16	0 18
Figs, Fancy Cal. White (Choice)—		
Pkgs. 16 oz. (10 pkgs.)	1 75	
Pkgs. 10 oz. (12 pkgs.)	1 45	
Pkgs. 8 oz. (20 pkgs.)	2 00	2 60
Pkgs. 6 oz. (50 pkgs.)	3 60	4 75
Pkgs. 4 oz. (70 pkgs.)	3 70	5 00
Muscatsels, 4-crown, lb.	0 13	
Prunes—		
California, 40-50s	0 19	0 25
50-lb. boxes, 80-90s	0 14½	
90-100s	0 13	0 14
20-30s	0 25	
30-40s	0 20	
25-lb. cases, 50-60s	0 18	0 20
60-70s	0 17	0 18
70-80s	0 15	0 17
80-90s	0 14	0 16
90-100s	0 13	0 15
Oregon, 80-40s	0 16½	
40-50s	0 15½	
50-60s	0 12½	

Lower Bean Prices;

Peas Down, Too

BEANS, PEAS.—Lower prices for beans obtain here, and good grade Canadian are selling at \$7 per bushel. There is a general tendency to lower levels also on other grades.

Whole and split peas are also lower in price, the stocks being good and trade none too heavy. There is little probability of prices stiffening, unless indeed stocks here may be requisitioned for overseas use.

Beans—		
Beans—		
Canadian, hand-picked, bush.	7 00	7 50
British Columbia	7 75	8 00
Brown Beans	7 00	
Japanese	8 00	8 40
Yellow Eyes	7 50	8 00
Rangoon beans, per bushel ..	7 00	7 50
Lima, per lb.	0 19	0 20
Kidney beans	8 00	8 50
Peas, white soup, per bushel ..	4 25	4 50
Peas, split, new crop, bag 98 lbs.	8 00	8 50
Barley (not), per bag 98 lbs.	6 50	
Barley, pearl, per bag 98 lbs.	7 50	8 25

Every Indication of Higher Teas

TEAS.—Higher prices seem likely for teas, of the better grade at least. There is very little tea in Japan for export account, a large importer told CAN-

ADIAN GROCER this week, and with consumption at home increasing, this will mean less supply for the Canadian trade.

At the present time a great deal of tea is being shipped from the United States to Europe and restrictions have been placed against imports, it is understood, of Javas, into the North American continent. Trading is not over-brisk, but some round lots have changed hands of late, indicating that supplies have moved out of the importers' hands.

Ceylon and Indias—		
Pekoe, Souchongs, per lb.	0 47	0 49
Pekoes, per lb.	0 51	0 54
Orange Pekoes	0 55	0 57
Japan Teas—		
Choice	0 65	0 70
Early Picking	0 53	0 58
Javas—		
Pekoes	0 41	0 43
Broken Orange Pekoes	0 43	0 45
Inferior grades of broken teas may be had from jobbers on request at favorable prices.		
Orange Pekoes	0 46	0 49

One Cent Advance For Various Coffees

Montreal.

COFFEE.—One cent per pound has been added to the coffee list right through. This, the importers and roasters say, is not even a true indication of the enhanced values to them, for in some cases they have been selling here at prices under those obtaining in Brazil. There is hope that the market will be broken in time. The United States has a 60 day supply in hand, it is understood, and with more coffee in the far south than can be absorbed for many months, there is some suggestion that prices will again reach the values that ought to prevail. This is an expressed opinion of one of the largest Montreal coffee houses.

Coffee, Roasted—		
Bogotas, lb.	0 33	0 36
Jamaica, lb.	0 27	0 31
Java, lb.	0 40	0 43
Maracaibo, lb.	0 29½	0 32
Mocha, grades	0 35	0 39
Mexican, lb.	0 28	0 31
Rio, lb.	0 27	0 29
Santos, Bourbon, lb.	0 30	0 33
Santos, lb.	0 30	0 33
Cocoa—		
Bulk cocoa (sweet)	0 25	0 30

Honey Sales Good; Supplies Fair

Montreal.

HONEY, MAPLE PRODUCTS.—There is a firm but unchanged undertone to the honey market. With a fair supply, the trade is taken care of very well, and pail honey figures largely in the sales to some territory.

Maple syrup and sugar are still scarce and will be selling on a firm basis for the balance of the season.

Maple Syrup—		
10-lb. cans, 6 in case, per case.	\$15 10	
5-lb. cans, 12 in case, per case.	17 10	
2½-lb. cans, 24 in case, per case.	18 50	
Maple Sugar (nominal)	0 30	
Honey, Clover—		
Comb (fancy)	0 30	
Comb (No. 1)	0 28	
In tins, 60 lbs.	0 26	
30-lb pails	0 27	
10-lb. pails	0 28	
5-lb pails	0 25	0 28
Honey—Buckwheat, tins or bbls.	0 23	

Spices Rule Steady; A Fair Trade

Montreal.

SPICES.—A routine amount of business continues to be done, but there is somewhat of a waiting attitude. Prices are steady, but without any change whatever in this market.

	5 and 10-lb. boxes	
Allspice	0 20	0 22
Cassia (pure)	0 35	0 37
Cloves	0 75	0 77
Cream of tartar	0 95	1 00
Ginger	0 30	0 40
Ginger (Cochin or Jamaica)	0 30	
Mace	0 80	1 00
Mixed spice	0 30	0 32
Nutmegs	0 45	0 50
Pepper, black	0 42	0 45
Pepper, white	0 48	0 50
Pepper (Cayenne)	0 35	0 37
Pickling spice	0 25	0 27
Paprika	0 65	0 70
Turmeric	0 28	0 30
Tartaric acid, per lb. (crystals or powdered)	1 30	
Cardamon seed, per lb., bulk.	2 00	
Caraway, Dutch, nominal	0 80	0 90
Cinnamon, China, lb.	0 30	
Cinnamon, per lb.	0 35	
Mustard seed, bulk.	0 35	0 40
Celery seed, bulk (nominal)	0 85	0 90
Shredded cocoanut, in pails.	0 21	0 23
Pimento, whole	0 20	0 22

For spices packed in cartons add 3½ cents a lb. and for spices packed in tin containers add 10 cents per lb.

Potatoes Now \$1.90; Cabbage, Barrel, \$1.50

Montreal.

VEGETABLES.—Lower prices have been named for potatoes and the Green Mountains are selling this week at \$1.90 and Quebec varieties at \$1.60 to \$1.75. It is stated that this may be the basis of values for the immediate present and near future, although there is little tendency to stock up. The crop has been a good one and with prices in the States somewhat higher, producers say they do not look for further declines in this market.

Montreal cabbage is down to \$1.50 per barrel, leeks are \$2.50 per dozen bunches, hothouse tomatoes have risen to 35c per lb., while onions have a little spread this week. Trade is very good.

Beans, new string (American) basket	3 00	3 50
Beets, new, bag	0 75	1 00
Cauliflower (Montreal), doz.	2 00	2 50
Cabbage (Montreal), doz.	0 50	1 00
Cabbage, bbl.	1 50	
Carrots, bag	0 85	1 00
Celery (Montreal), doz.	1 00	
Do., crates (6-7 doz.)	6 00	6 50
Cranberries, bbl.	12 00	13 00
Cranberries, gallon	0 75	
Brussels Sprouts (doz.)	1 00	
Brussels Sprouts, quarts	0 15	
Cucumbers, Boston (doz.)	2 50	
Horseradish, lb.	0 20	
Lettuce, curly (doz.)	0 40	0 50
Lettuce, Boston, box	2 25	
Leeks	2 50	
Mint	0 20	
Mushrooms, lb.	0 90	
Onions, Can., bag (75 lbs.)	1 50	2 00
No. 1 Yellow (75 lbs.)	1 50	2 00
No. 1 Red (75 lbs.), crate	1 50	2 00
Oyster Plant	0 50	
Parsnips, new, bag	1 50	
Parsley (Canadian)	0 20	
Potatoes, Montreal new (90-lb. bag)	1 60	1 75
Potatoes (New Brunswick), bag.	1 90	
Potatoes (sweet), hamper	2 75	3 00
Pumpkins (doz.)	2 00	
Pumpkins	0 50	
Spinach, box	1 00	
Squash (Huber), doz.	3 00	
Turnips, new, per bag	1 00	1 25
Tomatoes (hothouse), lb.	0 35	

Vegetable Marrow (doz.)	1 00
Watercress (Can.)	0 40

Oranges, Lemons Easier; Apples Steady

Montreal.
FRUITS.—An easier feeling developed in oranges and supplies are freer, with Porto Ricos selling at \$5.25 and Valencia Lates at \$12-\$13 per box. Lemons are also lower, \$6.50 to \$9.50 per box being asked, according to variety. Apples are now moving actively on a steady basis, the better grades holding firm, some of them as high as \$8 per barrel.

A wider variety of late grapes enables a selection to be made, and in a general way trade has been seasonable.

Apples—		
No. 1 Alexanders, bbl.	5 50	6 00
No. 2 Alexanders, bbl.	5 00	5 00
Baldwins	6 00	6 00
Blenheims	4 50	5 00
Wealthy (in bbls.), No. 1	7 00	7 00
Do., No. 2	5 50	5 50
Greenings	6 50	6 50
McIntosh Reds (best)	8 00	8 00
Gravensteins, No. 1	4 00	5 00
Fameuse, No. 1	7 50	8 00
Do., No. 2	6 50	6 50
Spys	7 00	7 00
Russets	6 00	6 00
Kings, No. 1	6 00	6 00
Do., No. 2	5 50	5 50
Wagners	5 50	6 00
Bananas (fancy large), bunch	4 50	5 50
Grapes (California fancy), 4 bask.	5 00	5 00
Grapes—		
Spanish	8 00	8 00
Tokays	3 00	4 75
Malagas	2 50	2 50
Emperor, keg	5 50	7 50
Grapefruit (fancy Jamaica)	4 50	4 75
80, 96, 112	6 50	9 50
Lemons (fancy new Messina)	12 00	13 00
Oranges, Valencia lates	5 25	5 25
Oranges, Porto Rico	4 00	4 00
Pears, Cal., eating, small box	5 50	5 50
Pears, California (110 size)	1 25	1 25
Pears, basket (11-qt.)		

Rolled Oats May Rule Higher

Montreal.
CEREALS.—It is expected that rolled oats and oatmeal may rule higher, the tendencies pointing to advances being made soon. With the restrictions removed regarding substitutes, there has been a sharp firming of rolled oats and oat products in general. Some uneasiness is expressed regarding the abandonment of the Food Board's order regarding the use of substitutes, for many have stocked up with a big supply, anticipating that the order would stand for some time to come. It is suggested, on the other hand, that the Government may relieve holders of these materials in view of the need for such products in Europe. Cornmeal has been ruling steady and firm, and may go higher.

Self-raising flour—		
5-lb. pkgs., doz.	2 90	2 90
6-lb. pkgs., doz.	5 70	5 70
Cornmeal, Buckeye	6 00	6 25
Cornmeal, Gold Dust	6 00	6 40
Barley, pearl	6 25	7 30
Barley, pot, 98 lbs.	4 75	5 30
Barley (roasted)	7 50	7 50
Barley flour, 98 lbs.	5 25	4 75
Buckwheat flour, 98 lbs.	8 50	9 50
Cornflour, white (2 bags)	10 20	10 20
Do., bags	6 75	6 75
Cornflour (standard), (2 bags)	9 20	9 20
Do., bags	5 00	5 50
Rice flour	8 75	9 00
Oat flour (2 bags)	12 10	12 10
Hominy grits, 98 lbs.	6 75	8 00
Hominy, pearl, 98 lbs.	7 50	8 00
Graham flour	5 80	6 25
Oatmeal (standard-granulated and fine)	5 65	6 50

Oatmeal (packages) fine cut	5 70	5 70
Peas, Canadian, boiling, bush	4 00	5 50
Split peas	8 00	8 25
Rolled oats, 90-lb. bags	4 95	5 15
Rolled oats (family pack.), case	5 50	5 60
Rolled oats (small size), case	1 95	2 00
Rolled wheat (100-lb. bbls.)	7 10	8 00
Rye flour (Can.), 98 lbs.	6 50	7 00
Do. (American), 98 lbs.	6 85	6 85
Tapioca flour, lb.	0 15	0 16

Standard Flour Down 15c Per Barrel

Montreal.
FLOUR AND FEEDS.—A decline of 15c per barrel has been made in the price of standard flour, making the price now for war grade standards \$11.25 on track, for mixed lots. The usual differentials apply and new prices are given below. Feeds are very active, with bran scarce and ruling firm.

War Standard, Graham and Whole Wheat Flours—		
Mixed car lots on track	11 25	11 25
Straight car lots on track (minimum 50,000 lbs. on track)		

ONTARIO MARKETS

TORONTO, Nov. 20.—Higher prices have been named on sugar this week, refiners now charging on the new basis of cost for new crop raws. Advances have also been made in condensed and evaporated milk, condensed coffee and cocoa. A higher level of quotations has been reached on egg crates and clothes pins. Business generally shows some slight improvement.

Sugar Goes Higher; Supplies Light

Toronto.
SUGAR.—Refiners are now operating on the new basis of costs which they will have to pay for raws. This has resulted in an advance to the trade of 45 to 55 cents per 100 pounds. It is indicated that raws have gone up 90 cents per long ton, and it will be seen that the difference allowed for refined is not so great, refiners absorbing some of the difference. Supplies generally do not show any improvement, stocks in wholesalers hands being small if any at all is available. Inquiries made among refiners indicate that they are taking care of all the business they can possibly handle on the present allotment of raws coming along. The prices on the different lines of extra granulated are: Atlantic, \$10.36 per 100 pounds; St. Lawrence, \$10.31; Canada Sugar, \$10.26; Acadia, \$10.36; and Dominion sugar, \$10.31. There is a bigger distribution of beet sugar at the present time and it is intimated contracts are being pretty well looked after just at present.

Atlantic, extra granulated	10 36	10 36
St. Lawrence, extra granulated	10 31	10 31
Acadia Sugar Refinery, extra granulated	10 36	10 36
Can. Sugar Refinery, extra granulated	10 26	10 26
Dom. Sugar Refinery, extra granulated	10 31	10 31
Canada Sugar differentials: 50-lb. sacks, 10c over 100-lb. 20-lb. gunnies, 25c advance; 10-lb. gunnies, 40c advance; 5-lb. cartons, 50c advance; 2-lb. cartons, 60c advance. St. Lawrence differentials: In 25-lb. gunnies, 25c over 100 lb.; 20-lb. gunnies, 40c advance; 10-lb. gunnies, 50c advance; 5-lb. gunnies, 60c advance; 5-lb. cartons, 60c advance; 2-lb. cartons, 70c advance. Atlantic differentials: 20-lb. bags, 40c advance over 100		

(to bakers)	11 15	11 15
Add 10c for delivery for car lots.		
Add 20c for delivery for small lots.		
Bran, per ton, car lots on track	37 25	37 25
Shorts, car lots on track	42 25	42 25
Crushed oats	61 00	72 00
Barley meal	58 00	66 00
Barley chop	58 00	64 00
Gluten feed (23% protein)—		
F.O.B. Cardinal	62 00	62 00
F.O.B. Ft. William	60 00	60 00
Feed oats, per bushel	1 05	1 05
Shorts and bran delivered in Montreal	\$1.00 per ton extra.	\$1.00 per ton extra.

Shrimps Go Higher; Dry Peas, Pickles

Montreal.
VARIOUS LINES.—Advances are made in one quarter for tinned shrimps, the price for one pound tins advancing from \$2.25 to \$2.60 per dozen. An English-made line of pickles, chows, capers and curry powder has come to hand also, in limited quantities. Some dry green peas are also offered at 10-11c per pound.

lb.; 10-lb. gunnies, 50c advance; 5-lb. cartons, 50c advance; 2-lb. cartons, 70c advance. Acadia 100 lbs.; 10-lb. gunnies, 45c advance; 5-lb. cartons, 45c advance; 2-lb. cartons, 50c advance. Barrels of granulated and yellow may be had at 5c over above prices, which are for bags. Fancy sugars make a corresponding increase when put up in small packages. No. 1 yellow is 30 to 40c per 100 lbs. under granulated. No. 2 yellow is 10 to 20c per 100 lbs. under No. 1 yellow, and No. 3 yellow 20c to 30c less than No. 1.

Egg Crates Go Higher; Clothes Pins Too

Toronto.
EGG CRATES, CLOTHES PINS.—An advance in the Humpty Dumpty egg crates has been made, and these are now selling to the trade at \$6.00 per dozen. Clothes pins have also suffered an advance in price, quotations now being made at \$1.45 per case. Other lines which have gone to higher levels during the week include Zebra Stove Paste, small, at 55 cents per dozen. White Swan Pancake Flour is selling to the trade at \$1.50 per dozen packages.

Condensed Milk, Coffee, Cocoa All Up

Toronto.
CONDENSED MILK, CONDENSED COFFEE.—A further advance has been made in the price of condensed milk. New prices issued on the different brands per case of 48 cans, are as follows: Eagle Brand, \$9.25; Reindeer, \$8.95; Silver Cow, \$8.40; "Gold Seal," "Purity," \$8.25; Mayflower Brand, \$8.25; "Challenge," "Clover," \$7.75.

Evaporated milk has also gone to higher levels, the new quotations on the St. Charles Brand, Jersey Brand, and Peerless Brand being as follows: Hotel size, per case of 24 cans, \$6.65; Tall, per case of 48 cans, \$6.75; Family, per case of 48 cans, \$5.75; and small, per case of 48 cans, \$2.90.

Quotations on condensed coffee have also been revised, new quotations representing an advance. On the present basis prices to the trade are being named as follows: Reindeer Brand, large, per case

of 24 cans, \$6.25; Reindeer Brand, small, per case of 48 cans, \$6.50; Eagle Brand, per case of 24 cans, \$5.90. The same conditions apply to condensed cocoa which has also gone to higher levels, the Reindeer Brand cocoa, large size, per case of 24 cans, being quoted at \$6.25, and small cans, per case of 48 cans, being quoted at \$6.50. On five box lots and upwards, it is indicated that freight will be prepaid up to 65c per 100 pounds, any excess being charged on the invoice; terms net 30 days.

Molasses Moving Steadily; Syrups Firm

Toronto.
MOLASSES, SYRUPS.—There is apparently nothing new to report in the situation on molasses. The trade is along normal lines, and orders as a whole, are being fairly well taken care of. Prices shown below are unchanged from last week's levels. The demand for corn syrup seems to be very good, and the trade seems to feel that prices now in effect will at least be maintained, if not superseded by higher ones. The corn market has shown decided strength during the past few days, and there seems a likelihood of the export demand being such that no recession from present values is looked for. Beaver sugar syrup in ½ barrels is being quoted at 8½ cents per pound.

Corn Syrups—		
Barrels, per lb.	0 07½	
Cases, 2-lb. tins, yellow, 2 doz. in case	4 80	
Cases, 5-lb. tins, yellow, 1 doz. in case	5 40	
Cases, 10-lb. tins, yellow, ½ doz. in case	5 10	
Cases, 2-lb. tins, white, 2 doz. in case	5 30	
Cases, 5-lb. tins, white, 1 doz. in case	5 90	
Cases, 10-lb. tins, white, ½ doz. in case	5 60	
Half barrels, ¼ c over bbls.; ¼ bbls., ½ c over bbls.		
Cane Syrups—		
Barrels and half barrels, lb.	0 08	0 08½
Cases, 2-lb. tins, 2 doz. in case	7 00	
Molasses—		
Fancy, Barbadoes, barrels	1 05	1 10
Choice Barbadoes, barrels	0 95	1 00
West India, ½ bbls., gal.	0 56	0 56
West India, No. 10, kegs	6 50	
West India, No. 5, kegs	3 25	
Tins, 2-lb., table grade, case 2 doz., Barbadoes	4 90	
Tins, 3-lb. table grade, case 2 doz., Barbadoes	6 75	
Tins, 5-lb., 1 doz. to case, Barbadoes	5 30	
Tins, 10-lb., ½ doz. to case, Barbadoes	5 20	
Tins, 2-lb., baking grade, case 2 doz.	5 50	
Tins, 3-lb., baking grade, case of 2 doz.	7 40	
Tins, 5-lb., baking grade, case of 1 doz.		
Tins, 10-lb., baking grade, case of ½ doz.		
West Indies, 1½, 48s	6 95	

Pumpkin to Go Lower; Pears Up

Toronto.
CANNED GOODS.—New prices have been issued on pumpkin and this will be at least one line that shows a marked decline over prices prevailing last year. Prices to the retail trade have not yet been fully determined, but 2½s will probably range from \$1.00 to \$1.05 with the 2s, 5 to 10 cents per dozen lower. It is indicated also that the delivery will be 100 per cent. Quotations on pears, light syrup, are 10 cents higher for the opening price than they were

last year. Prices to the trade will probably range around \$1.95 to \$2.05 per dozen on the 2s, and the delivery will probably run about 80 per cent.

Salmon—		
Seakeys, 1s, doz.	4 50	4 50
Sockeye, ½s, doz.	2 40	2 50
Alaska reds, 1s, doz.	3 75	3 85
Chums, 1-lb. talls	2 35	2 60
Do., ½s, doz.	1 35	1 45
Pinks, 1-lb. talls	2 25	2 60
Do., ½s, doz.	1 35	1 50
Cohoos, ½-lb. tins	1 85	1 90
Cohoos, 1-lb. tins	3 45	3 75
Red springs, 1-lb. talls	3 65	3 95
White springs, 1s, dozen	2 30	2 35
Lobsters, ½-lb., doz.	8 75	
Pilchards, 1-lb. talls, doz.	2 15	
Canned Vegetables—		
Beets, 2s	1 90	2 30
Tomatoes, 2½s	1 80	2 10
Peas, standard	1 55	1 95
Peas, early June	1 67½	2 25
Beans, golden wax, doz.	2 00	2 10
Asparagus tips, doz.	3 42½	3 45
Asparagus butts	2 00	2 02½
Corn, 2s, doz.	2 20	2 60
Pumpkins, 2½s	1 80	2 00
Spinach, 2s, doz.	1 90	
Do., 2½s, doz.	2 52½	2 55
Do., 10s, doz.	7 55	7 57½
Succotash, 2s, doz.	2 30	2 35
Pineapples, sliced, 2s, doz.	3 20	3 50
Do., shredded, 2s, doz.	3 00	3 02½
Rhubarb, preserved, 2s, doz.	2 07½	2 10
Do., preserved, 2½s, doz.	2 65	2 67½
Do., standard, 10s, doz.	4 50	4 52½
Cherries, 2s	2 75	2 90
Peaches, 2s	2 87½	
Pears, 2s	2 87½	
Plums, Lombard, 2s	1 97½	2 22½
Plums, Green Gage	2 17½	2 37½
Raspberries, 2s, H.S.	4 50	
Strawberries, 2s, H.S.	4 60	
Blueberries, 2s	2 10	2 35
Preserved Fruits, Pint Sealers—		
Peaches, pint sealers, doz.	3 40	3 45
Jams—		
Apricot, 4s, each	0 84	
Black currants, 16 oz., doz.	3 40	3 90
Do., 4s, each	0 98	
Gooseberry, 4s, each	0 84	
Peach, 4s, each	0 82	
Red currants, 16 oz., doz.	3 45	
Raspberries, 16 oz., doz.	3 40	4 25
Do., 4s, each	0 98	1 10
Strawberries, 16 oz., doz.	3 90	4 25
Do., 4s, each	1 08	1 10

Raisins to Come; Supplies Limited

Toronto.
DRIED FRUITS.—Late last week the trade was advised that the United States Food Administration had raised the embargo on raisins, and that these could now come freely into Canada. This has resulted in a little easier feeling amongst the trade generally, and whereas it is unknown that any will arrive in time for the Christmas trade, the hope is expressed that some may get through quickly enough to take care of part of this trade. It is indicated in letters received by the trade that lifting of embargo applied to dried fruits. This is interpreted in some cases as meaning that the embargo has been lifted on prunes, peaches and apricots, as well as raisins. However, the feeling prevails that there will be comparatively small quantities, if any, prunes, peaches or apricots come through. Prices during the week are holding quite steadily, and no quotable change is recorded.

Apples, evaporated, Ontario	0 18	0 20
Do., do., New	0 16½	
Apricots, unsplit	0 16½	
Do., fancy, 25s	0 30	
Do., choice, 25s	0 25½	0 27
Do., standard, 25s	0 22½	0 26
Candied Peels, American—		
Lemon	0 42½	
Orange	0 45½	
Citron	0 53	
Currants—		
Grecian, per lb.	0 26	0 28
Australians, lb.	0 30	0 35

Dates—		
Excelior, kgs., 3 doz. in case	6 50	6 75
Dromedary dates, 3 doz. in case	7 50	7 75
Figs—		
Tape, lb.		
Malagas, lb.		
Comadre figs, mats, lb.	0 13	0 14
Cal., 4 oz. pkgs., 70s, case		6 00
Cal., 8 oz., 20s, case		3 25
Prunes—		
30-40s, per lb.		0 18
40-50s, per lb.		0 19
50-60s, per lb.	0 16½	0 18
70-80s, per lb.	0 14½	0 16
80-90s, per lb.	0 13½	0 14½
90-100s, per lb.	0 12½	0 13
100-120s		0 10½
Peaches—		
Standard, 25-lb. box, peeled	0 24	
Choice, 25-lb. box, peeled	0 25	
Fancy, 25-lb. boxes	0 22	
Practically peeled, 25-lb. boxes	0 22½	
Extra choice, 25-lb. box, peeled	0 26	
Raisins—		
California bleached, lb.	0 17	0 18
Seeded, fancy, 1-lb. packets	0 16	
Seedless, 16-oz. packets	0 16	
Seedless, Thompson's, 25s	0 16	
Do., Bakers, Thompson's, 50s	0 17½	0 18
1 Crown Muscatels, floated, 50s	0 14	

Tea Outlook One of Strength

Toronto.
TEAS.—The market generally is quite firm. It is indicated that no further shipments of Java teas can be expected to this country for some little time, and this will eventually have a bearing on the market here. Stocks of fine quality teas are at the present time very scarce, and there doesn't seem any immediate opportunity of replacing these. Prices throughout the week have held very firm and there is no indication of any recession in values for some time to come. As a matter of fact it looks as though there will be a heavy movement of teas from America to European countries and this will serve to bring stocks down materially with a consequent firming of the undertone of the market.

Ceylon and Indias—		
Pekoe Souchongs	0 46	0 48
Pekoes	0 48	0 56
Broken Pekoes	0 56	0 59
Orange Pekoes	0 58	0 60
Broken Orange Pekoes	0 60	0 62
Javas—		
Broken Pekoes	0 45	0 48
Japans and Chinas—		
Early pickings, Japans		0 50
Second pickings	0 40	0 48
Hyson Thirds, lb.	0 40	0 48
Do., Seconds	0 50	0 55
Do., sifted	0 50	0 62

Coffee Prices Firm; Higher Possible

Toronto.
COFFEE.—The market continues to rule with a very firm undertone and higher levels attained last week have been maintained. Primary points show rather an erratic market, but the tendency is upward and indications seem to be that even higher levels may be reached locally, as a reflection of the strength of outside markets. The demand is very good and stocks in very fair shape.

Coffee—		
Java, Old Government, lb.	0 38	0 44
Bogotas, lb.	0 35	0 38
Guatemala, lb.	0 34	0 36
Maracaibo, lb.	0 35	0 36
Mexican, lb.		0 38
Jamaica, lb.	0 33	0 34
Blue Mountain Jamaica		0 46
Mocha, lb.	0 38	0 40
Mocha, Arabian, lb.		
Rio, lb.	0 27	0 32
Santos, lb.	0 32	0 35
Santos, Bourbon, lb.	0 34	0 36
Ceylon, Plantation, lb.	0 39	0 41

Chicory, lb.	0 30	0 32
Cocoa—		
Pure, lb.	0 25	0 30
Sweet, lb.	0 20	0 24

Spices Generally

Very Strong

Toronto

SPICES.—Peppers continue very firm and show an advancing tendency. Cloves are also very strong and very scarce. Mustards are up from 5 to 10c per pound and grinders report that they can hardly take care of the demand. There is little, if any, English seed available, and other grades do not possess same amount of strength. Difficulty in getting supplies is reported.

	Per lb.	
Allspice	0 18	0 25
Cassia	0 33	0 45
Cinnamon	0 45	0 60
Cayenne	0 30	0 35
Cloves	0 75	0 85
Ginger	0 30	0 45
Herbs — sage, thyme, parsley, mint, savory, marjoram	0 40	0 70
Pastry	0 23	0 40
Pickling spice	0 22	0 30
Mace	0 90	1 10
Peppers, black	0 44	0 46
Peppers, white	0 50	0 55
Paprika, lb.	0 60	0 65
Nutmegs, selects, whole, 100s ..	0 45	0 50
Do., 80s	0 55	0 65
Do., 64s	0 60	0 65
Mustard seed, whole	0 40	0 55
Celery seed, whole	0 25	0 75
Coriander, whole	0 25	0 35
Caraway seed, whole	0 90	1 00
Tumeric	0 30	
Cream of Tartar—		
French, pure	1 00	1 10
American high test		2 00
2-oz. packages, doz.		3 50
4-oz. packages, doz.		6 75
8 oz. tins, doz.		0 21
Tartarine, barrels, lb.		1 75
Do., 8 oz., doz.		8 25
Do., 16 oz., doz.		

Nut Markets

Show Fluctuations

Toronto

NUTS.—Outside markets show some fluctuations, but this is not reflected here to any great extent as yet. Tarragona almonds showed a decline of 3c in New York and walnuts are off 1c, but this condition is one which may be overcome again in another day or two. Stocks are none too heavy as a whole and with the uncertainty regarding further arrivals, little in the way of declines is looked for.

Almonds, Tarragonas, lb.	0 27	0 32
Chestnuts, Canadian, peck	2 50	2 75
Walnuts, Bordeaux		
Walnuts, Grenobles, lb.	0 33	0 35
Walnuts, Manchurian, lb.		
Filberts, lb.	0 24	0 25
Pecans, lb.		
Cocoanuts, Jamaica, sack		9 00
Peanuts, Jumbo, roasted	0 25	0 26
Do., Fancy, roasted	0 23	0 24
Brazil nuts, lb.	0 20	0 30
Shelled—		
Almonds, lb.	0 51	0 55
Filberts, lb.	0 38	0 45
Walnuts, lb.	0 78	0 85
Peanuts, Spanish, lb.	0 19	0 20
Do., Chinese, 30-32 to oz.	0 17	0 18
Brazil nuts, lb.		0 85

Easier Feeling

Noted in Beans

Toronto

BEANS.—The situation is without a quotable change. Supplies are ample and there seems to be a disposition in some quarters to clean up on old stock. This has resulted in some lower prices

being put into effect, but this is not a general condition. The movement is rather slow.

Ontario, 1-lb. to 2-lb. pickers, bu.	6 00	6 75
Do., hand-picked		8 00
Can. White Kidney Beans, bush.	8 40	9 00
Japanese Kotosashi, per bush.		8 00
Rangoons, per bush.	6 00	6 50
Limas, per pound	0 17½	0 19

Supplies Rice

To Meet Demand

Toronto

RICES.—No new developments in the situation are to be noticed this week. Supplies continue to be sufficient to meet the demand, and prices have held without change. The list of quotations follow:

Texas, fancy, per 100 lbs.	12 50	13 00
Blue Rose Texas, per 100 lbs.	12 75	13 00
Honduras, fancy, per 100 lbs.	13 00	13 50
Siam, fancy, per 100 lbs.	10 50	11 50
Siam, second, per 100 lbs.	10 00	11 00
Japans, fancy, per 100 lbs.	11 00	12 00
Japans, second, per 100 lbs.	10 00	11 00
Chinese XX, per 100 lbs.	9 50	10 50
Do., Simiu		13 00
Do., Mujin, No. 1		12 00
Do., Pakling		11 50
Tapioca, per lb.	0 14½	0 15
White Sago	0 14½	0 16

Cereals Very Strong;

Oats, Corn Higher

Toronto

PACKAGE GOODS.—Prices are held very firmly in all lines of package goods. In regard to corn flakes, the markets on corn are showing advances at United States exchanges and similar conditions may be said to apply to oats in both Canada and the United States. This does not look like any cheaper prices on cereals, and most certainly the market is being held at very firm levels.

PACKAGE GOODS

Rolled Oats, 20s round, case	\$5 60
Do., Do., 20s square, case	5 60
Do., Do., 36s, case	4 00
Do., Do., 18s, case	2 00
Corn Flakes, 36s, case	4 00
Shredded Wheat, 36s, regular, case ..	4 50
Cooker Package Peas, dozen	1 50

Honey Moving

Outside; Maple Syrup

Toronto

HONEY, MAPLE SYRUP. — There seems to be quite an outside demand for honey and in this way stocks in some dealers' hands show quite a good deal of activity. However, the local demand is still within rather narrow limits, the high price being a factor to curtail consumption, so it is thought. Maple syrup is without any change whatever during the week and the situation is expected to hold without any material change. Quotations on both honey and maple syrup follow:

Honey—		
5-lb. tins	0 28	0 31
Clover, 2½-lb. tins	0 29	0 30
10-lb. tins	0 28	0 30
Buckwheat, 60-lb. tins	0 27½	0 28
Comb. No. 1, fancy, doz.	3 75	4 25
Do., No. 2, doz.		3 00
Maple Syrup—		
No. 1, 10-lb. tins, 6 to case	15 10	
No. 2, 5-lb. tins, 12 to case	17 10	
No. 3, 2½-lb. tins, 24 to case	18 50	
No. 3, 32-oz. bottles, 24 to case ..	16 70	
Gallon tins, Imperial, per gal.	2 25	
5-gallon tins, Imperial, per tin ..	10 50	
Barrels, 25 or 40 Imp. gals., gal.	2 00	

Bananas Higher; Grape Fruit Easier

Toronto

FRUITS.—Bananas show an advance locally during the week, and similar conditions apply at primary points. This seems to be an effect of the scarcity of transportation to move these. Grape fruit is easier at primary points, and conditions locally would indicate that prices here are easing away slightly, too. Supplies coming to hand show up as a very good quality, and good sales of navel, it is possible Floridas will be can oranges are supplying most of the demand for this fruit. Navels are expected towards the end of the week, but these are very high in price. The feeling seems to be that with the high price of navels, it is possible. Floridas will be the leading orange for Christmas. The situation in grapes has not been overly satisfactory. This crop was damaged by rain, which affected the quality. Emperor grapes in lugs are, it is indicated, about done, but a very fair supply of kegs is now coming. Spanish grapes from New York are coming along fairly well, very high in price, and the quality seems only fair. The range of quotations on the local market follows:

Apples—

11-qt. basket	0 30	0 50	
Do., B.C. McIntosh Reds, box	3 25	3 50	
Do., B.C. Jonathans, box	3 25	3 50	
Do., Rome Beauty, box	3 50		
Do., Ontario Kings, box	2 50		
Do., Do., York Imperial, box	1 75		
Do., Do., Blenheim, box	1 75		
Do., in Barrels.	No. 1	No. 2	No. 3
Kings	6.00	5.50	6.00
Greenings	5 50	4 50	3.25-4.25
Baldwins	5 50	4 50	3.25-4.25
Spys	7 00	5 50	4 00
Wealthys	5 00	4 50	4 00

Bananas, per lb.	0 07½
Cranberries, bbls.	13 50
Do., boxes (28-30 qts.)	5 00

Grapes—

Cal. Emperors, kegs	8 50
Do., Almeria	9 00

Grapefruit—

Florida, 46s, 54s	4 50	5 00
Do., 64s, 80s		5 50
Do., 96s		5 50
Jamaica, all sizes		4 50

Oranges—

Florida, 150s, 176s, 200s, 216s, 250s	6 50
Do., 288s, 324s	6 00
Mexicans, all sizes	6 00
Lemons, Cal., case	9 00
Pears, Cal. Columbias, box	5 00 5 50
Do., Cal. Anjous, box	5 50

Celery Plentiful;

Carrots, Turnips

Toronto

VEGETABLES.—Local celery seems to be in very good supply, and quite reasonable in price. Quotations on California celery have been received, but these are very high and none of the trade are bringing along any as yet. The demand on onions has quieted down somewhat, there apparently being few offering, although there are indications that there is some storing being done. The demand for potatoes is very good and the quality so far seems to be satisfactory. Carrots, parsnips and turnips are now being offered in bag lots at \$1.00, \$1.10 and 75c per bag respectively.

Cabbage, Can., crate	
Do., doz.	
Carrots, bag	1 00
Celery, Fancy Thedford, crates ..	4 50

Onions, Can. Yellow, 100-lb. bag.	2 25	2 40
Parsnips, bag	1 10	
Potatoes, New Jersey sweet, ham-		
per	3 00	
Potatoes, Ontario, bag	1 75	1 85
Do., N.B. Delawares, bag	2 15	
Turnips, bag	0 75	

Flour is Lower; Increased Demand

Toronto.

FLOUR.—Lower prices prevail on flour, the carload price, on track, now being \$11.25 per bbl. Delivered to retail stores in the city the price is \$11.45. An increased demand is expected from now on for wheat flour due to cancellation of orders compelling use of substitutes.

FLOUR

Government Standard, 74% Extraction.
Manitoba Wheat Flour, in carload shipments, on track, bbl. \$11 25

Activity Maintained In All Mill Feeds

Toronto.

MILL FEEDS.—Activity is the keynote in the trade as far as all grades of mill feeds are concerned. Supplies are very fair and prices unchanged.

MILL FEEDS—

	In carlots, track
Bran, per ton	\$37 00
Shorts, per ton	42 00

Higher Cereals Seem Likely

Toronto.

CEREALS.—The continued strength of the oat and corn markets looks very much as though higher prices will prevail on cereals. No change has yet been made this week, but the tendency is certainly upward. The order of the Canada Food Board removing the restrictions on the use of wheat flour has resulted in lower prices in some quarters on substitute flours. It is indicated that stocks of substitute flours in Canada have been sold for shipment overseas and that heavy stocks in millers' and wholesalers' hands will be taken over by the Government as soon as arrangements can be made. The position of the retailer is not quite clear, but it is possible that the Food Board will ask the millers to take back excess stocks in hands of retailers. Such an arrangement or some satisfactory method of helping the retailer out of the situation he is now placed in would seem only fair. Some definite announcement may be expected in the next few days.

	Single Bag Lots F.o.b. Toronto
Barley, pearl, 98s	\$6 25 \$6 75
Barley, pot. 98s	5 00 5 20
Barley Flour, 98s	5 50 6 00
Buckwheat Flour, 98s	7 25 8 00
Cornmeal, Golden, 98s	5 15 6 00
Do., fancy yellow, 98s	4 65 5 40
Corn flour, white, bbl.	9 80 10 35
Do., Government standard, bbl.	9 35 10 15
Hominy grits, 98s	5 50 6 60
Hominy, pearl, 98s	5 25 6 10
Rolled Oats, 90s	5 10 5 25
Oatmeal, 98s	5 85 6 00
Potato Flour, lb.	0 18
Oat Flour	5 60 6 20
Rolled wheat, 100-lb. bbl.	6 75 7 00
Rice Flour, per 100 lbs.	9 50 12 00
Rye Flour, 98s	6 50 7 25
Peas, split, lb.	0 07 1/4 0 09 1/2
Blue peas, lb.	0 11 0 15

Above prices give range of quotations to the retail trade.

MANITOBA MARKETS

WINNIPEG, Nov. 20.—The market continued quiet throughout the week without many changes. On account of the influenza epidemic there is an enormous demand for acid fruits and wholesalers are finding it hard to fill the orders, the main cause being the restrictions on shipping in the United States.

Coffees have taken a big jump in price despite cessation of hostilities.

Lines of Coffee Double in Price

Winnipeg.

COFFEE.—The situation in coffee to say the least is unique. The lower prices the trade hoped for after the cessation of hostilities have failed to materialize. Instead of lower prices, some lines of coffees have doubled in price within the last few months. Santos coffees have doubled in price, and Rios are up fully 50 per cent. and all other grades from 25 to 50 per cent., and even at these unusual prices some importers complain that it is impossible to keep up their stocks.

The situation in Brazil is remarkable from the fact that it is claimed they have at the present time about two and one half crops on hand, which is being looked after by the Brazilian government.

In talking to one of Winnipeg's largest importers CANADIAN GROCER was informed that there was nothing in the situation at the present time that would tend to lower prices; in fact, higher prices are generally looked for.

Fair Demand For Rice; Prices Hold Steady

Winnipeg.

RICE.—There is a fair demand for this commodity with prices ruling firm. Wholesalers report having a fair stock on hand. Very little change is expected until the new crop arrives early next year.

Extra fancy, Japan, 100-lb. bags	0 10 1/2
Fancy Japan, 100-lb. bags	0 09 1/2
Choice Japan, 100-lb. bags	0 08 1/2
Siam, 100-lb. bags	0 09 1/4
Tapioca, lb.	0 13 1/2 0 14
Sago, lb.	0 11

Sugar Market Firm; Price Holds Steady

Winnipeg.

SUGAR.—The sugar market has been very firm in price. Now that the preserving season is over, the demand has lessened considerably, but dealers are still finding it difficult to fill orders.

Bean Market is Not Very Active

Winnipeg.

BEANS.—There is not much activity on the bean market. Supplies are fair and prices are holding steady, and advances may be made in the near future.

Good Demand For Canned Vegetables

Winnipeg.

CANNED VEGETABLES.—A very good demand exists for canned vegetables at the present time. Prices on all goods have been firm and supplies are being well taken care of.

Restrictions Curtail Candy Production

Winnipeg.

CANDIES.—Production of candies is curtailed by restrictions at the present moment and it has been hard to keep up with the demand. The market was active during the week while prices are being entirely based on supplies.

Big Demand For Oranges and Lemons

Winnipeg.

FRUITS.—Trade in fruits was fair all week. Wholesalers are hampered at the present time by being from 15 to 20 days away from the buying market, and it is hard to get supplies of lemons, oranges and grape fruits which are in big demand. There is a shortage at the present time in these lines. Wholesalers report, however, that the demand in the east is growing smaller and that supplies will, from now on, be easier to get.

Prices on the principal fruits are quoted as follows: B.C. apples, \$2.50 to \$3.50 per box; Ontario grapes, \$6.50 per case; California lemons, \$12.00 per case; California oranges, \$12.00 per case; Bananas, 9 cents per lb.; California grapes, \$4.50 per box.

Vegetable Trade is Very Fair

Winnipeg.

VEGETABLES.—Trade was fair throughout the week with prices showing considerable steadiness. There is a fair demand for potatoes and large supplies in the hands of jobbers, and are selling at 65 to 70 cents per bushel.

Minnesota onions are on the market and are quoted at \$2.75, 75 lbs., and Ontario onions are 25 cents cheaper.

SUGAR FOR CONDENSED MILK

The Canada Food Board in Order No. 66 makes the following rulings in respect to sugar for condensed milk:

1. No manufacturer of condensed milk shall use during the month of October, 1918, or any month thereafter, more sugar than such manufacturer used in making condensed milk for domestic trade in the corresponding months in 1917 except as hereinafter provided.

2. Special permits will be granted for the purchase of sugar for use in manufacturing condensed milk for sale to the British or Allied purchasing agents.

3. Sugar certificates for purchasing all such sugar will be issued on the above basis by the Canada Food Board.

WEEKLY MARKET REPORTS BY WIRE

Statements From Buying Centres, East and West

British Columbia

FROM VANCOUVER, BY WIRE.

Vancouver, Nov. 19.—Wholesale houses are swept clean of fresh eggs. Storage eggs are selling freely at 62c. Potatoes are eased a little, Ashcroft \$42, Ladner \$38, Merritt \$40, local field run \$35; still the city council is taking steps to investigate the high price of potatoes. Dates are pretty well cleaned up, and New York advices that supplies cannot be shipped for Christmas. Butter is easy, with no price changes. Cheese is firm, with demand increasing. There is a prospect of an easing up on smoked meats owing to a report from Ottawa of large stocks in storage here. There is a heavy demand for beans.

Sugar, pure cane, gran., 100 lbs.	9 45
Flour, war grade, Manitoba, per bbl., in car lots	10 80
Rice, Siam, No. 1, per ton	4 20
Do., Siam, No. 2	1 85 1 90
Rice, China, 44 lb. mats, No. 1	1 90 1 95
Do., No. 2	1 75 1 89
Beans Japanese, per lb.	0 10 0 12
Beans, B.C., white	0 14½ 0 15
Potatoes, per ton	
Potatoes, lowland	40 00
Potatoes, ashcroft	42 00
Lard, pure, in 400-lb. tierces, lb.	0 34½
Lard compound	0 26¼
Butter, fresh made creamery, lb.	0 52
Cheese, Canadian	0 28½
Margarine	0 35¾
Eggs, new-laid, in cartons, doz.	0 90
Do., storage	0 62
New Cal. figs, 70 4-oz. pkgs.	5 25
Almonds	0 30
Brazils	0 30
Filberts	0 30
Cal. Walnuts	0 30
Cal. Walnuts, No. 2	0 25
Walnuts, Manchurian	0 25
Peanuts	0 25
Charge for roasting, per sack	1 00
Oranges, box	16 00
Lemons	14 00

Saskatchewan Markets

FROM REGINA, BY WIRE.

Regina, Sask., Nov. 19.—Shipments of oranges and lemons received here have relieved famine in these fruits. Florida oranges are quoted at 65c. Saskatchewan Co-operative Creamery Limited commenced on November 9 paying an increase of 7c for butterfat, a record for the province. Milk is scarce in the city, but no change in price. Bakers claim the

order abolishing substitutes is beneficial, although several have sustained heavy losses through having heavy stocks of substitutes on hand. Chickens are re-tailing at 45c a pound. Bananas are scarce.

Beans, small white Japans, bu.	7 50
Beans, Lima, per lb.	
Flour, standard, 98s	5 57½
Molasses, New Orleans, gal.	0 75
Rolled oats, bails	4 85
Rice, Siam, cwt.	9 25
Sago, lb.	0 12½
Tapioca, lb.	0 15
Sugar, pure cane, gran., cwt.	10 69
Cheese, No. 1 Ontario, large	0 27½ 0 28
Butter, creamery	0 60
Lard, pure, 3s, per case	18 40
Bacon, lb.	0 47½
Eggs, new-laid	0 60
Pineapples, case	5 75
Tomatoes, 3s, standard case	4 50
Corn, 2s, standard case	4 85
Peas, 2s, standard case	3 60 5 20
Apples, gal., Ontario	2 40 2 75
Apples, evaporated, per lb.	0 19½
Strawberries, 2s, Ont., case	8 50
Raspberries, 2s, Ont., case	8 70
Peaches, 2s, Ontario, case	4 65
Plums, 2s, case	3 40
Salmon, finest Sockeye, tall, case	18 00
Salmon, pink, tall, case	9 25
Pork, American clear, per bbl.	40 75 41 00
Onions, ton	69 00
Potatoes, bushel	1 00
Apples, Washington, box	2 50 2 25
Pears, Washington, box	4 00
Grapefruit	7 50 8 00
Cranberries, bbl.	15 00
Florida oranges	6 50

New Brunswick Markets

FROM ST. JOHN, BY WIRE.

St. John, N.B., Nov. 19.—The increased price of sugar is the feature of the market changes this week. Granulated is now \$10.35 to \$10.40; yellow \$9.85 to \$9.90. Flour shows a reduction of 15c, and is now \$12.65. American clear pork is off again, 55c to 62c. There is no Red Spring salmon on the market; pinks 1 lb. talls \$12, and coboes, talls, \$13.50. Lemons easier at \$13.

ST. JOHN, N.B.:	
Flour, No. 1 patents, bbls., Man.	\$12 65
Cornmeal, gran., bags	7 00
Cornmeal, ordinary, bags	3 65 3 75
Sugar—	
Standard, granulated	10 35 10 40
No. 1, yellow	9 85 9 90
Cheese, N.B., twins	0 29 0 29½
Eggs, fresh, doz.	0 60
Eggs, case	0 53 0 55
Breakfast bacon	0 38 0 40
Butter, creamery, per lb.	0 48 0 50
Butter, dairy, per lb.	0 45 0 48
Butter, tub	0 43 0 44
Margarine	0 30 0 32
Lard, pure, lb.	0 35 0 35½
Lard, compound	0 28 0 28½
American clear pork	55 00 62 00
Beef, corned, 1s	4 90
Tomatoes, 3s, standard, case	4 40
Raspberries, 2s, Ont. case	6 20
Peaches, 2s, standard case	6 00

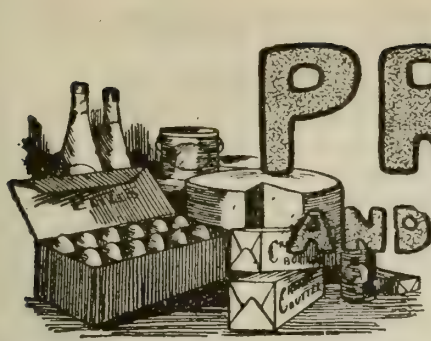
Corn, 2s, standard case	4 90
Peas, standard case	3 30
Apples, gal., N.B., doz.	4 00
Strawberries, 2s, Ont., case	6 20
Salmon, Red, spring, cases	
Pinks	12 00
Coboes	13 50
Chums	8 50
Evaporated apples, per lb.	0 17 0 17½
Peaches, per lb.	0 22 0 23
Potatoes—	
Natives, per bbl.	3 50 3 75
Onions, Can., 75-lb. bags	1 90 2 10
Lemons, Cal., Messina	13 00
Oranges, Cal., case	10 00 15 00
Grapefruit, case	6 50 7 00
Bananas, per lb.	0 07
Apples, N.S.	2 00 5 00

Alberta Markets

FROM CALGARY, BY WIRE.

Calgary, Alta., Nov. 19.—Evaporated milk advanced 10 and 25c a case on Carnation and Borden's respectively. Condensed advanced 25c. Creamery butter now 50c. Sugar jumped 15c yesterday. Compound lard is ½c pound higher. Small ivory beans are 7c to 8c. Corn 2's are \$4.80 to \$5. Pink salmon, talls \$9 to \$10.50; sockeye salmon halves, \$18.25. Candied orange and lemon peels are 37c; some extra fine Italian citron 48c. New navel oranges \$10 to \$14 according to size; Floridas to arrive \$9.50 and \$10; lemons \$13; rye flour \$10.60.

Beans, small, ivory, lb.	0 07 0 08
Beans, Kootenashi	14 00
Flour, 98s, per bbl.	10 85
Rye flour, 49s, per bbl.	10 60
Cornmeal, 24s, per bbl.	11 00
Rolled oats, 80s	4 60
Rice, Siam, cwt.	9 25 10 00
Rice, China mat.	4 70 4 95
Tapioca, lb.	0 14
Sago, lb.	0 14
Sugar, pure cane, granulated, cwt.	11 02
Cheese, No. 1, Ontario, large	0 28
Butter, creamery, lb.	0 49
Do., dairy, lb.	0 35 0 40
Lard, pure, 3s, per case	18 90
Eggs, new-laid, case	16 00
Eggs, No. 1 storage, case	15 50 16 00
Candied peel, lemon, lb.	0 34½
Do., orange, lb.	0 36½
Do., citron, lb.	0 39½
Salmon, pinks, talls	9 00 10 50
Sockeye halves	18 25
Tomatoes, 2½s, stand. case, spot	3 75 4 25
Corn, 2s, case	4 80 5 00
Peas, 2s, standard case	3 50
Apples, gal., Ontario, case	2 20 2 85
Strawberries, 2s, Ontario, case	8 50
Raspberries, 2s, Ontario, case	8 50 8 75
Cherries, 2s, red, pitted	6 40
Apples, evaporated, 50s, lb.	0 18
25s, lb.	0 18½
Apricots, evaporated, lb.	0 26 0 29
Peaches, evaporated, lb.	0 18 0 20
Peaches, 2s, Ontario, case	4 75
Salmon, pink, tall, case	9 00 10 25
Salmon, Sockeye, tall, case	
Do., halves	
Potatoes, per ton	30 00
Oranges, navel	10 00 14 00
Oranges, Florida	9 50 10 00
Lemons, case	13 00
Grapefruit	7 50 8 00



PRODUCE AND PROVISIONS

Combining Grocery, Meat and Fish Departments a Success

Harvey's Market, Walkerville, Ont., Has Built a Substantial
Business by the Breadth of Service They Offer to the
Public—Departments Are Mutually Helpful

HARVEY'S Market at Walkerville is another instance of the successful handling of the grocery, meat and fish business under one roof. The experience of the company is that the public want this combined service and are liable to give their custom where it can be procured.

The store in itself is well lighted and

well equipped, and is maintained with a care that is essential, and more than ever essential when these various departments are combined.

One side of the store is devoted to the grocery department; that is probably the leading element in attracting people to the store. Once in the store, however, they are brought under the influence of the other departments, and the chances

are that the customer of one department is a customer of all.

The meat department occupies the rear of the store, and the glass and white vitralite counters and the glass-faced refrigerators make an attractive appearance that is one of the best arguments for encouraging custom for this department.

The sale of fish is also a very large element in the store's trade. Special display counters opposite the grocery department help to keep these lines always before the public attention. The department has been developed into one of the large factors in the store's trade. This result has been obtained partly as a result of the publicity that has been given to the sale of fish during the past year, but more largely to the fact that this department is kept constantly before the



Effective Display Equipment in a Montreal Provision Store.

attention of the public. One window is devoted to the display of fish, so that the passerby is being constantly brought under the influence of this suggestion, while the interior display is tastefully arranged and kept so spotlessly clean

Egg Holdings Light; Poultry Situation Difficult

The Egg Demand, Which is in Advance of Production, Will Leave Stocks Very Light by Year's End—A Marked Decline in Holdings Here and in the United States

THE report of the Department of Agriculture on storage holdings of eggs and poultry shows a very marked decline in the holdings of storage stocks in eggs over stocks on hand at the same time last year. The reason for this is the fact that production is very light indeed, materially below the actual requirements, so that stocks are rapidly being withdrawn from storage to meet an unusually heavy demand. There is some slight movement eastward of eggs from the prairie provinces, but even this movement is merely nominal, and taking the country as a whole the holdings in storage at the end of the year will be very light indeed. The comparative storage figures are as follows:

CANADIAN EGG AND POULTRY STOCKS.		
Eggs—		
	Nov. 1st, 1917	Nov. 1st, 1918
	Dozs.	Dozs.
In cold storage	6,521,176	
Other than storage	1,039,149	
Frozen	2,085,983	
		9,646,308
Holdings, Nov. 1st, 1917	9,221,389	
Nov. 1st, 1918	7,806,437	
Decrease, 15.3 per cent.		1,414,952

	Oct. 1, '18	Nov. 1, '18
	dozs.	dozs.
In cold stge.	8,661,748	6,354,691—dec. 26.54%
Other than stge.	737,597	1,036,719—inc. 40.55%
Frozen	816,038	2,076,203—inc. 154.42%

Ontario stocks are given as follows:

EGG STOCKS, INCLUDING TORONTO.			
NOV. 1st, 1918:			
	Nov. 1, '18	Nov. 1, '17	Oct. 1, '17
Eggs—	29 houses	25 houses	29 houses
	cases	cases	cases
Storage	89,616	105,107	130,726
Fresh	2,106	1,328	2,548
Total	91,723	106,435	133,274
October, 1918, movement	41,551	c/s.	

The U. S. Situation

The situation in the United States is reported very firm. Storage holdings are less than at the same date last year and the consumptive demand is heavier. There is a difference of opinion, however, as to the future of the market. It is believed by some dealers that, considering the possibility of a mild winter and a heavier winter production, the output of reserve stocks should be larger to ensure a healthy condition by the first of the year, and that it is unwise to take last year as a criterion, as last winter was one of the coldest and most severe that has been experienced for years. On the other hand, there are many who believe there will be an absolute dearth of eggs by the end of the year and that it would

that it has resulted in an ever-growing appeal.

The policy of the store in combining these departments has been amply justified in the very pronounced success that has resulted from the combination.

be better to allow supply and demand to regulate the market.

The government report on holdings in storage shows a very marked decline.

UNITED STATES GOVERNMENT STORAGE REPORT, NOV. 1st, 1918:

Eggs—		
Nov. 1, 1918—479 houses	3,658,774	c/s
Nov. 1, 1918—453 houses	3,648,088	c/s
Nov. 1, 1917—453 houses	4,411,260	c/s
Decrease, 17.3 per cent. or	763,172	c/s

Poultry Situation Difficult

The poultry markets are still unsatisfactory. Receipts, while not larger than other years on record are more than the packers can comfortably take care of. Experienced dressers are difficult to get and storage space is scarce. The result is prices quoted for this week are lower than those offered last week. Stocks of poultry in storage now are larger than at the same date a year ago. They are not heavy, however, as it will be remembered reserve stocks were very low last year and did not prove sufficient to take care of the demand until fresh receipts came on the market. The demand continues exceptionally good.

The figures are as follows:

Poultry—		Lbs.
Chicken, Nov. 1, 1918		761,204
Poultry (miscellaneous)		510,329
		1,271,533
Nov. 1st, 1917		1,057,500
Nov. 1st, 1918		1,229,208
Increase, 16.2 per cent.		171,708

SOME STORAGE STOCKS SHOW IMPROVEMENT

While egg and poultry stocks in storage are far from satisfactory, there are other storage stocks that show very satisfactory holdings according to the Cost of Living Commissioner's report.

The stocks of butter reported amount to 18,306,549 pounds of creamery and 1,532,060 pounds of dairy. This is a distinct decline in the quantity of creamery butter, as compared with last month, as would be expected from the enforced sales of overseas shipments. It is, however, about 6 per cent. more than the supply on this date last year in spite of these large shipments.

Oleomargarine shows total stocks of 684,842 pounds; not enough to have much effect on the butter market.

There are on hand 6,064,137 pounds of cheese, which is a slight increase over

last month, but only about one-third of last year's stock.

Slightly More Pork

Of pork there are 2,870,880 pounds of fresh frozen, 3,057,794 pounds unfrozen, 4,359,681 pounds dry salted, 14,944,918 pounds sweet pickled and 18,203,891 pounds in the process of cure, making a total of 43,437,164 pounds. This is a slight increase over last month and over last year. The amount in process of cure still remains the largest single class of pork.

Beef supplies consist of 24,977,745 pounds of fresh frozen, 6,084,518 pounds not frozen, 417,764 pounds of cured, and 342,847 pounds in process of cure, making a total of 31,822,874 pounds. This is an increase over last month, but is less than the supply of a year ago.

Hopeful Increase in Mutton

Mutton and lamb supplies consist of 4,531,275 pounds frozen, and 241,673 pounds unfrozen. This is a hopeful increase of supply to relieve the demand on other meats. It is noteworthy that more than one-half of this mutton and lamb is in Vancouver, the port of entry from New Zealand.

The stock of fowl consists of 761,204 pounds of chicken and 510,329 pounds of other poultry.

The stock of fish in storage is 20,454,251 pounds, a 62.3 percentage increase over last year.

The influenza epidemic has delayed some of the reports from the firms reporting, but considering all conditions there are few important delinquents.

A BOOST FOR CANADIAN TRADE

As manifesting an interest in the development of Canadian export trade, the Montreal Board of Trade is holding a special meeting on Friday afternoon of this week, when a "movie" exhibition of government pictures as relating to the government's overseas trade policy will be given. At the same time a lecture will be given by Watson Griffin, superintendent of the Commercial Intelligence Department of Trade and Commerce at Ottawa. His subject is to be "Trade after the termination of the war," and the same will be illustrated through a series of moving pictures. The object is to enlist the interest of business men in the proposed government scheme of advertising Canadian industry through the medium of the film. These pictures will be of the type adopted in the furtherance of this plan.

TIDAL WAVE IN ST. LAWRENCE DOES MUCH DAMAGE

The tidal wave which swept up the River St. Lawrence early this week did immense damage to villages and towns between Quebec and Three Rivers. It was caused by the heavy storm of Sunday and Monday. The town of Batiscan was nearly destroyed by the storm and the conflagration that followed. In Quebec the cellars and even the first stories of Lower Town were flooded, and many produce and other business houses suffered severely.

Produce, Provision and Fish Markets

THE MARKETS AT A GLANCE

LIVE hogs seem to have afforded quite a good deal of excitement during the past week, but an effort to bring prices down from 25 to 50c per cwt. is being made. Only a fair run is reported, and supplies are quickly absorbed. Dressed meats are firm, the better cuts seeming to be in best demand, with shoulder cuts not quite so active and consequently easier.

Lard is ruling with a very firm undertone. The production is none too heavy, and with the good demand in evidence, dealers are finding some difficulty in keeping up with the business offering. Indications point to continued firm levels.

Fresh-made creamery butter is again being offered. Dealers, however, are not rushing to secure supplies, as they indicate that prices asked are too high. There is a disposition to operate on storage stocks for a little while until the ideas of the creameries are revised to lower levels.

Supplies of new-laid eggs coming to hand are still small, but show improvement. The mild weather in evidence the last few days seems to have stimulated production somewhat, and offerings are being absorbed quite easily.

Better deliveries as to quality are reported with poultry. Prices have held firm, though quotations to the trade on spring chickens, turkeys and geese show a somewhat narrower range.

Dressed Hogs Easier; Good Run

Montreal.

PROVISIONS.—Best dressed hogs sold early this week in Montreal at \$25 per cwt. Some reached as much as \$25.50, but in view of the larger offerings of farmers' hogs outside, the price of abattoir killed declined to meet the competition. There was a good run of live hogs early in the week. Demand has improved, and from this time forth a good trade is looked for.

Hogs, Dressed—		
Abattoir killed, small	25 00	25 50
Do., heavy, 225-275 lbs.	24 50	
Hogs, live	18 00	
Hams—		
Medium, smoked, per lb.—		
(Weights) 16-25 lbs.	0 35	0 36
Large, per lb. (wgh.) 25-35 lbs.	0 32	0 33
Backs—		
Plain	0 43	0 44
Boneless, per lb.	0 46	0 47
Bacon—		
Breakfast, per lb.	0 43½	0 44
Roll, per lb.	0 33½	0 34½
Dry Salt Meats—		
Long clear bacon, ton lots.	0 29	0 29½
Long clear bacon, small lots.	0 29½	0 30
Fat backs, lb.	0 29½	0 30
Cooked Meats—		
Hams, boiled, per lb.	0 53	0 54
Hams, roast, per lb.	0 54	
Shoulders, boiled, per lb.	0 46	
Shoulders, roast, per lb.	0 48	
Barrel Pork—		
Canadian short cut (bbl.)	\$56 00	
Clear fat backs (bbl.)	58 00	
Short cut clear pork (bbl.)	56 00	
Heavy mess pork (bbl.)	53 00	
Bean pork (bbl.)	52 00	

Lard Sales Good, Prices Hold

Montreal.

LARD.—Demand is good on a steady basis, but there has been no change from last week, prices ruling steady and firm. Stocks are in reasonably good shape to take care of the seasonable demand.

Lard, pure—		
Tierces, 400 lbs., per lb.	0 32	
Tubs, 50 lbs.	0 32½	
Pails, 20 lbs., per lb.	0 32¾	
Bricks, 1 lb., per lb.	0 34	

Steadiness Feature For Shortening

Montreal.

SHORTENING.—There is a steady and unchanged basis for this product, buyers taking what they require, and there being ample stock for all needs. With cottonseed oil prices under some extent of control, there is little inclination to change of any kind.

Shortening—		
Tierces, 400 lbs., per lb.	0 26½	0 26¾
Tubs, 50 lbs.	0 27	0 27¼
Pails, 20 lbs., per lb.	0 27¼	0 27½
Bricks, 1 lb., per lb.	0 28¼	0 28½

Steady Movement Here of Margarine

Montreal.

MARGARINE.—A steady and active trade obtains for margarine, the better grades, especially, selling actively. The undertone is still firm, with best grades selling up to 36 cents. Supplies have been fairly well maintained.

Margarine—		
Prints, according to		
quality, lb.	0 34	0 36
Tubs, according to		
quality, lb.	0 30	

Butter Very Firm, Unchanged

Montreal.

BUTTER.—While a steady and very firm undertone obtains in the creamery butter market, prices have ruled this week without change. Now that the government's operation of the embargo regarding creamery has expired, some announcement regarding price change may be anticipated. Some believe that

this will mean that higher prices will prevail, although records indicate that large stocks of butter are held. Produce men state that they can now sell butter to country buyers at a premium over the prices obtaining here. For the most part the local trade is comparatively small.

Butter—

Creamery prints (storage) ...	0 50	0 51
Creamery solids (storage)....	0 50	0 50
Dairy prints, choice	0 44	0 44
Dairy, in tubs, choice	0 42	0 42

Cheese Active, Prices Firm

Montreal.

CHEESE.—Firmness is evident in the cheese market, and at the recent advances prices are maintained fully. With country points now closing operations for the year, it is very apparent that the receipts here for the year will be very much less than those for the same period of 1917. As a matter of fact these show a decrease, to date, of over 97,000 boxes. Prices at country points still are high, and the position all around is firm.

Cheese—

Large, per lb.	0 28
Twins, per lb.	0 28
Triplets, per lb.	0 27½
Stilton, per lb.	0 30
Fancy, old cheese, per lb.	0 30

Egg Prices Steady, No Low Prices

Montreal.

EGGS.—The position is unchanged as relating to quotations. New-laid are still scarce, and these are in greater demand than can be taken care of. As a consequence, storage stock is being utilized very greatly, and for these grades prices are steady and well maintained. Supplies received during the season are shorter by 32,101 cases—that is from May 1 last.

New laid	0 70
Selects	0 53
No. 1	0 49
No. 2	0 47

More Poultry Wanted Best Sells Well

Montreal.

POULTRY.—There has been no change of price this week. The produce men are looking for larger supplies of better grade stock. Shipments of live poultry could be improved, it being felt that the unfavorable weather has been a drawback to delivery.

		Dressed
Chickens, roast (3-5 lbs.)		\$0 38
Chickens, roast (milk fed)		0 43
Broilers (3-4 lb. pr.)		0 40
DUCKS—		
Brome Lake		0 47
Young Domestic		0 38
Turkeys (old toms), lb.		0 40
Turkeys (young)		0 40
Geese		0 30
Old fowls		0 36

Oysters Lower; Lake Fish Scarce

Montreal.

FISH.—Lower prices for oysters are attributable to the better labor conditions which now obtain at producing

points. This applies particularly to package goods. Prawns, lobsters, scallops, and clams are actively selling, and supplies of these are good. Lake fish still are scarce and will continue so. In view of the probable closing of navigation in the near future, merchants at outside points are now having supplies of fish sent them for their winter requirements. In salt fish, cod, herring, trout, marbot, etc., stocks are more heavily drawn upon than ever, with a consequent firming of prices.

SMOKED FISH		
Haddies (fresh cured)	0 15	0 17
Haddies, fillet	0 18	0 19
Smoked herrings (med.) per box	0 25	0 26
Smoked cod	0 15	0 15
Blotters, per box 60/100	2 00	2 50
Kippers, per box 40/50	2 50	3 25
SALTED AND PICKLED FISH		
Haddock (per bbl.), 200 lbs.	16 00	16 00
Herring (Labrador), per bbl.	14 50	15 00
Herring (Labrador), ½ bbls.	7 50	7 75
Herrings, No. 1 lake (100-lb. keg) ..	6 00	6 00
Salmon (Labrador) per bbl.	27 00	28 00
Do., tierces	38 00	38 00
Salmon (B.C. Red)	26 00	26 00
Sea Trout, red and pale, per bbl.	20 00	25 00
Sea Trout (½ bbls.)	10 50	13 00
Green Cod, No. 1, per bbl. (med.)	21 00	21 00
Green Cod (large bbl.)	22 00	22 00
Mackerel, No. 1, per bbl.	32 00	32 00
Mackerel (½ bbl.)	16 50	16 50
Codfish (skinless), 100-lb. box	16 00	16 00
Codfish, 2-lb. blocks (24-lb. box)	2 20	2 20
Codfish (skinless), blks. "Ivory"	0 18	0 18
Brand, lb.	0 18	0 18
Codfish, boneless, lb. (according to package)	0 16	0 20
Codfish, shredded, 12-lb. box	2 20	2 20
Eels, salted	0 15	0 16
Pickled turbot, new, bbls.	17 00	18 00
Do., half barrels	7 50	8 50
Cod, boneless (20-lb. boxes), as to grade	0 20	0 23
Cod, strip (30-lb. boxes)	0 22	0 22
Cod, dry (bundles)	16 00	16 00
SHRIMPS, LOBSTERS, OYSTERS		
Lobsters, medium and large, lb.	0 55	0 55
Prawns, lb.	0 35	0 35
Shrimps, lb.	0 32	0 32
Scallops, per gallon	4 00	4 00
Oysters—		
Malpeque shell (bbl.)	15 00	15 00
Malpeque, ordinary (11)	12 00	12 00
Bontouche, best	12 00	12 00
Ordinary, No. 1, gal.	2 75	2 75
Cape Cod shell oysters, bbl.	14 00	16 00
5 gal. (wine) cans	12 00	12 00
1 gal. (wine) cans	2 50	2 50
3 gal. (wine) cans	7 25	7 25
Oyster pails (pints), 100	1 50	1 50
Oyster pails (quarts), 100	2 10	2 10
Clams, med., bbl.	9 00	9 00

FRESH FROZEN SEA FISH		
Herring, large sea, lb.	0 09	0 10
Herring, frozen, lake, lb.	0 07	0 09
Halibut	0 23	0 24
Halibut (medium)	0 08	0 09
Haddock	0 15	0 16
Cod—Toms, bbl.	5 00	5 00
Cod Steak, fancy, lb.	0 11	0 12
Salmon, red	0 20	0 23
Salmon, pale	0 15	0 16
Salmon, Gaspe	0 25	0 26
Swordfish	0 21	0 22

FRESH FROZEN LAKE FISH		
Pike, lb.	0 11½	0 12
Perch	0 12½	0 13
Whitefish, lb.	0 15	0 16
Whitefish (small)	0 09½	0 12½
Lake trout	0 19	0 20
Eels, lb.	0 15	0 15
Doree	0 15½	0 16

FRESH FISH		
Haddock	0 09	0 10
Steak cod	0 11	0 12
Market cod	0 07	0 08
Carp	0 09	0 10
Dore	0 19	0 20
Lake trout	0 19	0 20
Brook trout	0 05	0 05
Pike	0 12	0 13
B. C. Salmon	0 25	0 26
Salmon (Gaspe)	0 27	0 28
Gaspereaux, lb.	0 06	0 06
Western Halibut	0 25	0 26
Eastern Halibut (chicken)	0 23	0 23
Eastern Halibut (med.)	0 26	0 26
Flounders	0 09	0 10
Perch	0 10	0 10
Bullheads	0 15	0 15
Vitfish	0 19	0 20
Whitefish (small)	0 09½	0 12

Mackerel, lb.	0 17	0 18
Mackerel, lb.	0 15	0 16
Smelts, No. 1	0 17	0 18
Smelts, No. 2	0 11	0 12
Smelts, No. 2	0 12	0 13
Shad	0 15	0 16
Swordfish	0 25	0 25

Live Hogs Active; Meats Steady

Toronto.

PROVISIONS.—Live hogs have been quite active during the past week, prices ranging up as high as \$18.50 to \$18.75 per cwt., fed and watered basis, but indications are that \$18.00 to \$18.25 will be the range of quotations to prevail this week. The run is only fair and all offerings are quickly absorbed.

The better cuts of cured meats are very firm, whereas the shoulder cuts, which do not enjoy quite as active a sale, are in some cases slightly easier. The demand as a whole is considered very good. Range of quotations follows:

HAMS—		
Medium	0 38	0 39
Large, per lb.	0 34	0 35
BACON—		
Plain	0 46	0 48
Trimmed, with rib in	0 49	0 49
Boneless, per lb.	0 51	0 52
Bacon—		
Breakfast, per lb.	0 41	0 46
Roll, per lb.	0 33	0 35
Wiltshire (smoked sides), lb.	0 36½	0 37½
Dry Salt Meats—		
Long, clear bacon, av. 50-70, lb.	0 30	0 31
Do., aver. 70-100, lb.	0 30	0 30
Fat backs	0 32½	0 34
Cooked Meats—		
Hams, boiled, per lb.	0 53	0 55
Hams, roast, without dressing, per lb.	0 53	0 55
Shoulders, roast, without dressing, per lb.	0 50	0 52
Barrel Pork—		
Mess pork, 200 lbs.	49 00	52 00
Short cut backs, bbl., 100 lbs.	58 00	60 00
Pickled rolls, bbl., 200 lbs.	56 00	61 00
HOGS—		
Dressed, 70-100 lbs. weight ..	28 50	29 00
Live, off cars	18 25	18 50
Live, fed and watered	18 00	18 25
Live, f.o.b.	17 00	17 25

Lard Very Firm; Demand Maintained

Toronto.

LARD.—The market has strengthened and prices rule with a very firm undertone. The production is none too heavy and with the active demand prevailing indications point to continued firm levels. Prices are unchanged as follows:

Lard, pure, tierces, 400 lbs.	\$0 31½
In 60-lb. tubs, ¼-½c higher than tierces, pails ½-¾c higher than tierces, and 1-lb. prints, 1½-1¾c higher than tierces.	

Shortening Steady; Firm Undertone

Toronto.

SHORTENING.—Sales are steadily maintained and whereas no quotable change is apparent in the market, the undertone is one of marked strength. The tendencies point upward, though whether this will result in actual changes is still just a little uncertain.

Shortening, tierces, 400 lbs., lb., \$0 26	
In 60-lb. tubs, ¼-½c per lb. higher than tierces; pails, *¾c higher than tierces, and 1-lb. prints, 1½-1¾c higher than tierces.	

Margarine Sales Slower; Prices Firm

Toronto.

MARGARINE.—Sales seem to have fallen off a little bit for no apparent

reason. Prices are considered to be very reasonable, and it is expected that activity will be the keynote within the next few days again. Prices are unchanged for the week at the following levels:

Margarine—		
1-lb. prints, No. 1	\$0 33	\$0 35
Do., No. 2	0 31	0 33
Do., No. 3	0 27	0 28
Solids, 1c per lb. less than prints.		

Fresh Made Creamery Offering

Toronto.

BUTTER.—It is intimated that the ideas of some of the creameries are altogether too high. Fresh made creamery on the basis being charged by some of the creameries would have to sell to the trade at about 56 to 57 cents, and with the good supplies of storage butter to draw from, it is intimated that dealers may content themselves with supplying the trade with this stock. Sales are along normal lines which represent a very good total.

Creamery prints (storage)	0 52	0 53
Creamery solids (storage)	0 52	0 52
Dairy prints, fresh separator, lb.	0 50	0 51
Dairy prints, No. 1, lb.	0 48	0 48

Supplies New Laid Eggs Better; Firm

Toronto.

EGGS.—Supplies are none too plentiful of new laid, but production seems to be on the increase. The mild weather seems to have had a good effect and it is possible that supplies for the next two or three weeks may show a very good increase. Prices are unchanged, the new laid selling to the trade at around 70 cents per dozen. The demand for all grades is very good and being met from ample stock.

Eggs—		
New-laid, in cartons, doz.	0 70	0 70
Do., extras	0 65	0 65
Storage, No. 1, doz.	0 52	0 53
Splits and No. 2, doz.	0 45	0 47

Cheese Moving; Prices Hold Firm

Toronto.

CHEESE.—Last week end prices on the country boards showed a slight falling off from the previous week, however prices being paid are more than those being offered for export business, and this would indicate that domestic trade at present is a more dominating factor than export business. Prices to the trade have ruled without change during the week at the following levels:

Cheese—		
New, large	0 27½	0 28
Stilton (new)	0 30	0 31½
Twins, ¼c lb. higher than large cheese. Trip-lets ½c lb. higher than large cheese.		

Selling Range on Chickens, Geese Narrow

Toronto.

POULTRY.—Deliveries during the past week have been satisfactory, and indications are that stock now coming to hand shows a much better grade. Prices during the week are unchanged as far as buying is concerned, but prices quoted to the retail trade show a little

narrower range on spring chickens and geese. Quotations to-day are:

Prices paid by commission men at Toronto:		Live	Dressed
Ducks .....	.....	\$0 22	\$.....
Geese .....	.....	0 16	.....
Turkeys .....	.....	0 25	.....
Do., young .....	.....	0 29	.....
Roosters .....	.....	0 17	.....
Hens, over 4 lbs. ....	.....	0 19	.....
Hens, over 5 lbs. ....	.....	0 25	.....
Hens, under 4 lbs. ....	.....	0 17	.....
Chickens, Spring, 2 lbs. ....	.....	0 20	0 23
or over .....	.....	4 50	.....
Squabs, dozen .....	.....	.....	.....

Prices quoted to retail trade:

	Dressed
Hens, light	\$0 28
Do., heavy	0 33
Chickens, spring	0 33
Ducks	0 30
Turkeys	0 36
Geese	0 26

White Fish Goes ic Lower; Sales Good

Toronto.—Fresh white fish has declined 1 cent per pound. This brings to-day's quotations down to 12½ to 13 cents per pound. Supplies of all lines are coming along at a very satisfactory rate, and the demand keeps up wonderfully well. There is little change in the range of quotations which follows, over prices appearing last week.

FRESH SEA FISH

Brills, dressed, lb.	0 10	0 11
Cod Steak, lb.	0 10	0 13
Do., market, lb.	0 09	0 10
Flounders, lb.	0 10	0 11
Flukes .....	.....	0 15
Gaspereau, lb.	0 08	0 08½
Halibut, medium, lb.	0 22½	0 23
Do., chicken, lb.	0 21½	0 22
Do., large	0 21½	0 22
Haddock, heads on, lb.	0 09	0 10
Do., headless, lb.	0 10	0 11
Do., Scrod, lb.	0 08	0 08½
Herring, lb.	0 08	0 08½
Mackerel, lb.	0 14	0 16
Plaice, dressed, lb.	0 10	0 11
Smelts, lb.	0 12	0 23
Tomcods, lb.	0 05	0 05½

FRESH LAKE FISH

Herring, dressed, lb.	0 06½	0 07
Trout, lb.	0 13½	0 14
Whitefish, lb.	0 12½	0 13

SMOKED FISH

Bloaters, 50 Count, box.	2 25
Ciscoes, lb.	0 17
Haddies, chicken	0 12
Do., fillets, lb.	0 17
Do., Finnan, lb.	0 15
Herring, Kipper, box	1 75
Shrimps, can	1 75

FROZEN SEA FISH

Cod Steak, lb.	0 09½	0 10
Do., market, lb.	0 08½	0 09
Flat Fish, B.C., lb.	0 10	0 11
Haddock, lb.	0 08½	0 09
Mackerel, lb. ....	.....	0 15
Halibut, lb.	0 22	0 23
Salmon, Cohoe, lb.	0 20	0 21
Do., Qualla, lb.	0 14	0 15
Do., Red Spring, lb.	0 24	0 25

FROZEN LAKE FISH

Mullets, lb.	0 06	0 06½
Pike, round, lb.	0 09	0 09½
Tulibeas, lb.	0 09	0 09½
Whitefish, lb.	0 15	0 15½

DRY AND PICKLED FISH

Cod, Acadia Strip, box.	\$6 50
Do., Acadia Tablets, 1 lb., 20 to case	4 00
Do., Acadia Tablets, 2 lb., 12 to crate	5 25
Do., Halifax Shredded, box.	2 40
Herring, Labrador, bbl.	14 00
Do., Do., keg	7 25
Do., Do., No. 4 size	5 60
Do., Do., No. 2 size	2 90
Imperial, 25 lbs., loose, lb.	0 13
Quail on Toast, 24 1-lb. tablets, lb.	0 14
Shrimps, headless, No. 1 size, tin	1 50
Do., Do., No. 3 size, tin	4 20
Skinless Fish, 50s & 100s, lb.	0 15
Sea Trout, keg	12 00
OYSTERS, No. 3 size package.	8 85
Do., No. 5 size package	14 50
Do., per gallon	3 10

Small Supplies of Eggs to be Had

Winnipeg.

EGGS.—There is a scarcity of eggs at the present time while there is a big demand for them. Prices have been gradually rising for some time and strictly new laid eggs are now quoted at 60 cents per dozen.

Fish Dealers Wait For Cold Weather

Winnipeg.

FISH.—The fish trade reports no change for the week and wholesale dealers are now waiting for the cold weather to set in when the demand will be much improved. There is plenty of supplies and prices have showed no change.

LAKE FISH

Whitefish (cleaned), lb.	0 13
Whitefish (frozen), lb.	0 12½
Pickrel, lb.	0 12
Frozen Trout, lb.	0 19
Round Jackfish, lb.	0 07½
Dressed Jackfish, lb.	0 08
Frozen Goldeye, lb.	0 07½
Pickrel Fillet, lb.	0 32
Speckled Trout, lb.	0 35

SEAFISH

Frozen Halibut, lb.	0 22
Fresh Halibut, lb.	0 24
Fresh Salmon, lb.	0 25
Frozen Mackerel, lb.	0 17
Red Carp, lb.	0 09
Sable Fish, lb.	0 12
Haddock, lb.	0 10
Soles, lb.	0 08
Plaice, lb.	0 08
Skate, lb.	0 08
Smelt, lb.	0 18
White Salmon, lb.	0 16½

SMOKED FISH

Finnan Haddie (30-lb. boxes), lb.	0 16
Finnan Haddie (15-lb. boxes, lb.	0 16½
Smoked Goldeye, lb.	0 17
Smoked Codfish, lb.	0 20
Smoked Fillet (15-lb. boxes), lb.	0 20
Bloaters (25-lb. boxes), case	2 75

SHOW CARD WRITING

(Continued from page 27)

That is the idea of this style of lettering; a stroke can be added here and there without changing the character of the lettering.

The entire formation of these alphabets is of brush stroke principle. Every stroke is numbered and an arrow is pointing in the direction in which you should draw the brush to make the stroke. Each letter is made with as few strokes as possible to get the desired effect.

Use a number six brush and practice with black on white card. Use the same principle as shown in "Practice Exercise." Select various strokes throughout the alphabet and practice until you can make them perfectly.

A WORD OF THANKS

Most orders are worth a word of thanks, and it is a graceful attention that the customer will appreciate. Wyckoff and Gafney, London, insert in every order that leaves the store a small attractively printed dodger with the following word of thanks.

WE THANK YOU

for this order and would appreciate any further business which you may be pleased to give us. It will be our aim to give you the very best goods at the lowest prices consistent with the quality.

Our store is equipped with modern conveniences in order to give you the best service in a clean, bright and attractive store.

If you Phone 3950 your orders will have prompt and careful attention.

Wyckoff & Cafeny,
56-58 Dundas street, London, Canada

A POT OF TEA

*You make it in your mess-tin by the
brazier's rosy gleam;
You watch it cloud, then settle amber
clear;
You lift it with your bay'nit, and you
sniff the fragrant steam;
The very breath of it is ripe with
cheer.*

*You're awful cold and dirty, and
a-cursin' of your lot;
You scoff the blushin' 'alf of it, so
rich and rippin' 'ot;
It bucks you up like anything, just
seems to touch the spot;
God bless the man that first dis-
covered Tea!*

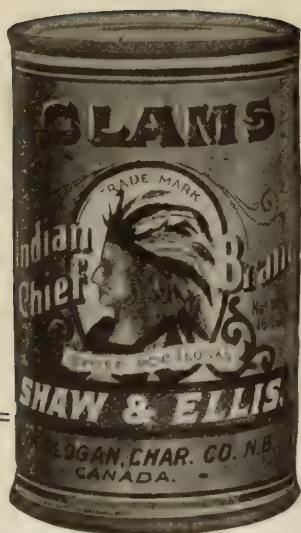
*Since I came out to fight in France,
which ain't the other day,
I think I've drunk enough to float
a barge;
All kinds of fancy foreign dope, from
caffy and doo lay,
To rum they serves you out before
a charge.*

*In back rooms of estaminays I've
gurgled pints of cham;
I've swilled down mugs of cider till
I've felt a bloomin' dam;
But 'struth; they all aint in it with
the vintage of Assam.
God bless the man who first invented
Tea!*

*I think them lazy lumps o' gods wot
kips on asphodel,
Swigs nectar that's a flavor of
Oolong;
I only wish them sons o' guns a-
grilling down in 'ell
Could 'ave their daily rations of
Suchong.*

*Hurrah! I'm off to battle, which is
'ell and 'eaven, too;
And if I don't give some poor bloke
a sexton's job to do,
To-night, by Fritz's campfire, won't
I 'ave a gorgeous brew;
As we drink the giddy victory in
Tea!
To-night we'll all be telling of the
Boches that we slew,
As we drink the giddy victory in
tea!*

—From "Rhymes of a Red Cross Man."



Help Conserve Our Meat Supplies!

“INDIAN CHIEF” BRAND CLAMS

offer your customers a dandy substitute—a sweet, pure, wholesome fish food that represents sensible meat substitution in its most economical and practical form.

You cannot recommend a better sea food than Indian Chief Brand Clams. They will open up on your customer's table just as sweet and just as fresh as the day they were taken from the clam beds.

Remind your trade, too, that Indian Chief Brand Clams are ready cooked. Heating to a simmer makes them ready to serve—a fact that will appeal to both the restaurant trade as well as to the housewife.

**Make Indian Chief Brand Clams a leader
in your fish department. It will pay you.**

Shaw and Ellis, Pocologan, ^{Charlotte}Co. N. B.

RELEG

Pronounce “REAL EGG”



Much in demand

“Releg” is liked by every thrifty housewife because it gives 100% satisfaction in baking at a fraction of the cost of eggs.

Once she tries “Releg” she will use it by preference. So it will pay you to recommend it.

“Releg” is always dependable.

Agents: Loggie, Sons & Co., Toronto
Angevine & McLauchlin, St. John,
N.B.—W. H. Escott Co., Ltd., Win-
nipeg, Canada.

RELEG COMPANY, REG'D
34 King Street, Quebec, Canada

Freeman Display Refrigerator

An efficient, silent salesman all the year round.

An ideal showcase storage for grocer and delicatessen, everything in full view.

An ornament to your store, durably constructed, convenient in all its arrangements for ice, cleanliness and display of butter, lard, cheese and delicatessens.

Send for our large beautifully illustrated catalogue showing the complete Freeman line.

W. A. FREEMAN CO.,
Limited,

Hamilton, Canada.
Toronto, Montreal
114 York St.





SAUSAGE!

“**W**HEN the frost is on the pumpkin” pork sausage comes into its own!

The very sight of a plate of hot, fried sausage these mornings suggests warmth and cheer—sharpens up the appetite—puts a keen edge on anticipation.

We are already receiving a steady run of orders for

DAVIES QUALITY SAUSAGE

—and scores of dealers are taking advantage of the present demand to build up a substantial trade.

Our present varieties comprise:

LITTLE PORK SAUSAGE—(Little, but “extra” good).

“FARM” SAUSAGE—(Not linked).

“NEW ENGLAND” SAUSAGE—(A very popular brand).

“CHELTENHAM” SAUSAGE—(In handy 1-lb. packages, large and small links).

“CAMBRIDGE” SAUSAGE—(In handy 1-lb. packages, large and small links).

Now is the time to feature these Quality lines on your counter. Show them to advantage and let them make sales for you!

ORDER THROUGH OUR TRAVELLER—OR DROP US A POSTAL CARD.

THE **DAVIES** COMPANY
WILLIAM LIMITED

MONTREAL

TORONTO

WINNIPEG

Economical and Good

Housewives everywhere who are doing their bit to conserve the nation's food supplies are fully alive to the great economy of using good, wholesome sea foods extensively.

This is why good grocers are finding it more than ever worth while to feature the delectable and inexpensive



BRUNSWICK BRAND SEA FOODS

Be one of those aggressive dealers. Show a stock of Brunswick Brand every day and your sales will quickly grow.



Order from this list:

- 1/4 Oil Sardines
- 1/4 Mustard Sardines
- Finnan Haddies
(Round Tins)
- Kipperd Herring
- Herring in Tomato Sauce
- Clams

**Connors Brothers
Limited**

Black's Harbor, N.B.

Canada Food Board License No. 1-603

The VINEGAR SEASON

IS ON

We make all strengths
in both Spirit and Cider

Write us for prices.

Taylor & Pringle Co., Ltd.
Owen Sound, Ont.

Canada Food Board License No. 14-153

Are You Selling OLIVE BUTTER?



Have you yet to learn what a real snappy seller this delicious table delicacy is?

Olive Butter is good. Critical people like it and come back for it after a first purchase. It's a good profit-maker, too — well worth displaying.

Made from selected Pure Spices, Olives, Pimento and Malt Vinegar.

Canada Food Board License No. 12-261

E. W. Jeffress, Limited

WALKERVILLE, ONT.



Jersey Farm Sausage

Dealers who aim to always push the sales of quality goods should feature this high quality sausage. It will please particular customers.

Maciver Bros. Co., Keating St., Toronto



Have No Hesitation
in choosing

‘Bluenose’ Butter

it always opens up in excellent shape, and its quality and flavor are remarkably fine. Taste “Bluenose” yourself! Then you’ll feel more enthusiastic about it. Order from your grocer.

SOLE PACKERS.

SMITH & PROCTOR - HALIFAX, N.S.

**SMITH
AND
PROCTOR**

SOLE PACKERS

Halifax - N.S.

Man Left You, Did He?

And for the life of you you don’t know where to find another to replace him. Well, our advice to you—and it’s good advice—is: Find him by advertising—a small condensed advertisement in CANADIAN GROCER.

If you wanted a blacksmith, we wouldn’t recommend CANADIAN GROCER, but when it comes to finding

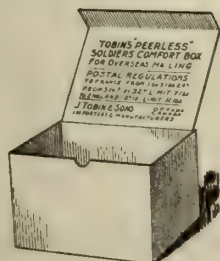
a man for the grocery business, honestly we don’t know of a better or cheaper way of finding him than the use of CANADIAN GROCER.

The way to find the man you want is to look for him where he is likely to be found—in the grocery business.

Rate is 2 cents a word first insertion and 1 cent per word each subsequent insertion. Five cents additional per insertion when replies are to be sent to Box Number in our care. Send your advertisement and remittance to

Canadian Grocer Want Ads.

143-153 University Avenue
TORONTO



“Peerless” Overseas Mailing Boxes

BULLETIN NO. 6

Our advice, we are pleased to note, has been well taken up by the grocers in general throughout the country. Consequently we have had our hands full handing out orders to our shippers, going to all parts of Canada—one order from DAWSON, ALASKA (wonder when it will reach there). Somebody thinking of their soldier boys even up there. We are thinking of how we are going to make stock go round. Oh, well, send in the orders! We will look after you. PRICES have advanced a trifle only; but !!—NUF CED.

J. TOBIN & SONS (Sons on Active Service) **OTTAWA, ONT.**

The Value of the Business Press to Business Men

"Business men do not realize the value which trade journals and technical magazines may have for them in increasing the efficiency of their factories and in giving them a broad and comprehensive view of their business.

"Our foreign competitors read almost every article published upon their business with great care and thoroughness. Many of them have duplicate copies of their favorite trade paper sent to their homes so that they may read them away from the business without being disturbed. Many foreign manufacturers contribute articles to these journals on phases of the business with which they are most familiar. Such articles are bound to be helpful and have a constructive effect.

"Our trade journals and technical papers are the best in the world, and they should be supported and encouraged by our business men.

"Copies should be placed where employees can see them and they should be urged to read and study them.

"These papers are preaching the gospel of sound business on practical lines and are helpful not only to business but to the country as a whole.

"If the suggestions made by them in the past had been followed by our business men it would not be necessary at this time to point out some of the fundamental weaknesses in American business."

—Edward N. Hurley, formerly Chairman of the Federal Trade Commission, in "The Awakening of Business."

The following is list of the MacLean publications. Every publication is a leader in its field. Write us for any information you may desire with regard to the field covered, advertising rates, etc.

TRADE NEWSPAPERS

Hardware and Metal
Men's Wear Review

Canadian Grocer
Bookseller and Stationer

Dry Goods Review
Sanitary Engineer

TECHNICAL PAPERS

Canadian Machinery
Power House

Canadian Foundryman
Printer and Publisher

Marine Engineering

MAGAZINES

MACLEAN'S MAGAZINE

FARMERS' MAGAZINE

Financial Post—Weekly Commercial Newspaper

The MacLean Publishing Company, Limited

153 University Avenue, Toronto

Southam Bldg., 128 Bleury Street, Montreal

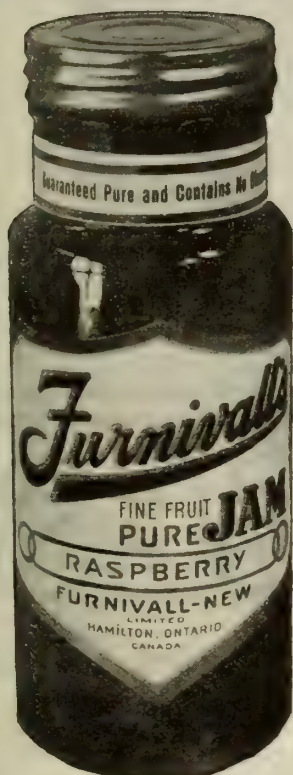
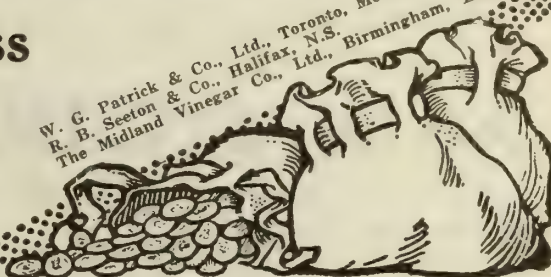
1207 Union Trust Bldg., Winnipeg, Man.

H.P. SAUCE

Means Business

Half the selling of H.P. is done by our advertising. Put H.P. on your counter—it sells in a moment—your customers will like it, come for more, and buy other goods as well. H.P. can swell your trade, don't you forget it.

W. G. Patrick & Co., Ltd., Toronto, Montreal, etc.
R. B. Seeton & Co., Halifax, N.S.
The Midland Vinegar Co., Ltd., Birmingham, Eng.



Furnivall's

Keep your stock of Furnivall's out in face view of your customers.

Recommend the Furnivall lines. They have a quality that makes repeat selling absolutely certain. And your profit is one worth getting. At your wholesalers.

FURNIVALL-NEW,
Limited
Hamilton, Canada

Canada Food Board License
No. 14-167

AGENTS:—Ontario—MacLaren Imperial Cheese Co., Ltd., Toronto. H. J. Sykes, 736 Elgin St., Ottawa, Ont. Montreal—George Hodge & Sons, Ltd. St. John, N.B.—MacLaren Imperial Cheese Co. Halifax, N.S.—MacLaren Imperial Cheese Co. Sydney, N.S.—A. E. Sheppard. Hamilton—R. M. Griffith. Calgary, Alta.—MacLaren Imperial Cheese Co., Ltd. Edmonton, Alta.—MacLaren Imperial Cheese Co., Ltd. Saskatoon—The H. L. Perry Co., Ltd. Manitoba—The H. L. Perry Co., Ltd., Winnipeg.

FINEST CRYSTAL GELATINES

Powdered and Sheet

FINE LEAF GELATINE

BRITISH MANUFACTURE

GELATINE

OURY, MILLAR & CO.

9 Mincing Lane, London, E.C., Eng.

SOLE AGENTS FOR CANADA

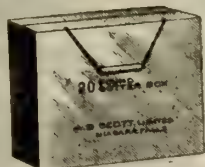
F. S. Jarvis & Co.

18 TORONTO ST., - TORONTO

MR. GROCER

Here's a Butter Box

with a real idea
back of it!



Convenient — Collapsible—
Secure. Just such a container as farmers, motorists and visitors to the country will thoroughly approve of. Can be had in the following sizes: 3, 5, 10, 20, 30 and 45 lb. sizes. You can win good extra business and extra profits by showing a little display of these Butter Boxes in your store.

Write for quotations.

A. B. SCOTT, LIMITED
NIAGARA FALLS, CANADA

OYSTERS AND FISH

Get in touch with me for

XXX Oysters
Smelts

Frozen Herring
Frozen Mackerel

Fish is the food of the moment.

EMILE PATUREL

SHEDIAC, N.B.

License No. 1-748.

JAMS MARMALADES PEELS

John Gray & Co., Ltd., Glasgow

Established over a Century

Cable : Lamberton, Glasgow.

Codes : A.B.C. 4th and 5th Editions.

CONFECTIONERY MARZIPAN CHOCOLATE



Agents

W. G. Patrick & Co., Ltd.
Montreal

Lind Brokerage Co., Ltd.
Toronto

KING GEORGE'S NAVY

CHEWING
TOBACCO

Is Always a Dependable Repeater

First sales of King George's Navy are always the beginning of regular "repeats."

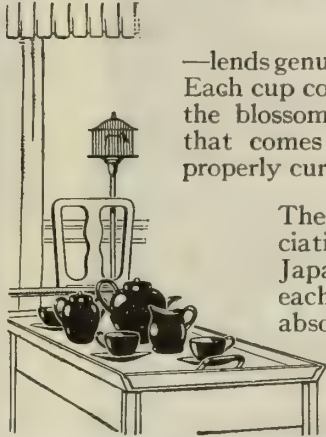
The quality of this delicious chew, coupled with the aggressive consumer advertising consistently maintained keeps the dealer's stock moving rapidly.

Ask your wholesaler
to ship you.



Rock City Tobacco Co., Ltd.

JAPAN TEA



—lends genuine distinction to hospitality. Each cup contains the delicate aroma of the blossoms of Japan and the flavor that comes only from tender leaves, properly cured.

The Japan Tea Growers' Association and the Government of Japan place their guarantee on each pound — a guarantee of absolute purity.

"Tea is a medium of no inconsiderable amount of nutriment."
—Enc. Britannica.

18

Its distinctive flavor and aroma have won approval from the most critical tea users.

This fact, coupled with our constant consumer advertising, creates a growing call for Japan Tea and puts good profits in the way of Japan Tea Dealers. Are you one of them?

"SALTESEA" OYSTERS

Direct from Ocean to your table,
absolutely CLEAN and PURE



ALL your particular trade want this package. You can't help but sell them.

Send for sample case, 24 jars, TO-DAY. Or we will send you sample jar for trial.

ACTUAL SIZE

The Oceanic Oyster Company of Canada, Limited

Wholesale Dealers in Oysters EXCLUSIVELY

609 ST. JAMES STREET

MONTREAL, P.Q.

Canada Food Board License No. 1068

If any advertisement interests you, tear it out now and place with letters to be answered.

These Two

have won the confidence of the public because of their proven dependability.

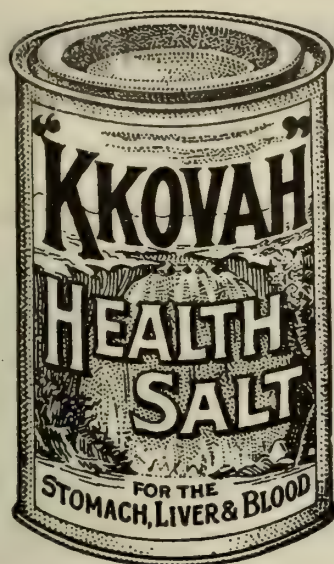
"K KOVAH"
CUSTARD

AND

"K KOVAH"
HEALTH SALT

should be prominently shown in your daily displays.

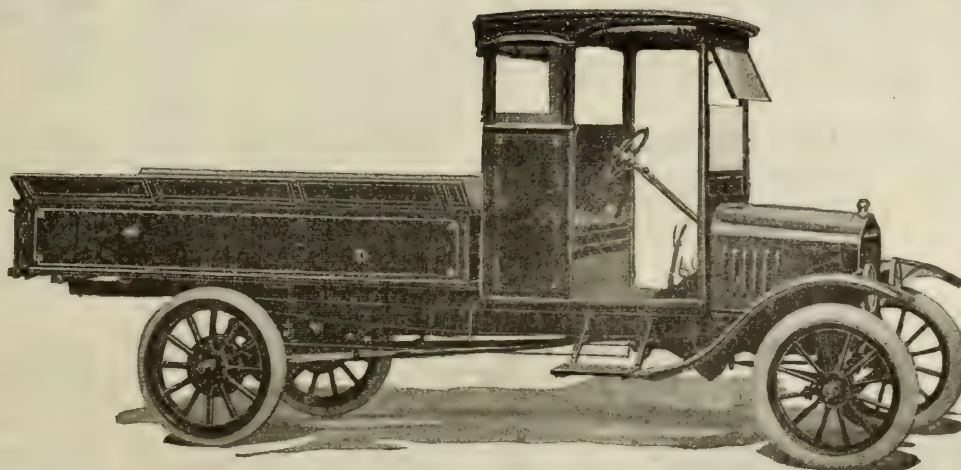
They're worth it because of profit and customer satisfaction.



Sole Agents for Canada:

MACLURE & LANGLEY, LIMITED
WINNIPEG :: TORONTO :: MONTREAL

Write for Prices on this Fine Delivery Body



"IMPROVED" EXPRESS BODY

Every Live Grocer wants the best delivery service he can give his customers. Nothing builds up Good-will and Holds Trade like smart delivery, and nothing is more essential to good delivery than putting a strong, handsome Body on the Chassis of your delivery motor. The IMPROVED EXPRESS Body is made to fit any chassis. Mention the chassis you use, and write us for prices and full particulars. If we have no agent in your town, we will sell you direct.

A Real, Live Agent Wanted in Every District

There is real money in selling Improved Bodies. If you know of a good agent, please have him write us.

CARRIAGE FACTORIES LIMITED,
Head Offices, Excelsior Life Building, Toronto

Dole Bros. Hops & Malt Co.

BOSTON, MASS., U.S.A.

"SUPERIOR" BRAND HOPS

FOR FAMILY TRADE

They are carefully selected and packed for the Canadian trade, in cases of 10, 15 or 30 lbs. each, containing $\frac{1}{4}$, $\frac{1}{2}$ or 1-lb. packets.

R. E. BOYD & COMPANY

Agents for the Province of Quebec

15 STE. THERESE ST. - - - MONTREAL

DONALD H. BAIN CO.

AGENTS FOR THE CANADIAN NORTH-WEST

ORDER NOW

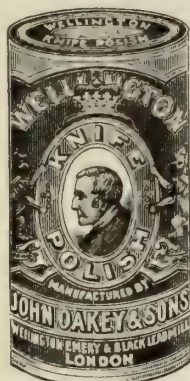
FOR DELIVERY JANUARY 1st

The counter check books you will require for next year. Everything has about doubled in price, and pad prices must advance. Your protection comes by placing your order with the makers of the famous

McCaskey Register System

McCASKEY SYSTEMS, LTD.

Toronto, Canada



OAKLEY'S "WELLINGTON" KNIFE POLISH

The original and only reliable preparation for Cleaning and Polishing Cutlery, etc.

John Oakey & Sons, Ltd.

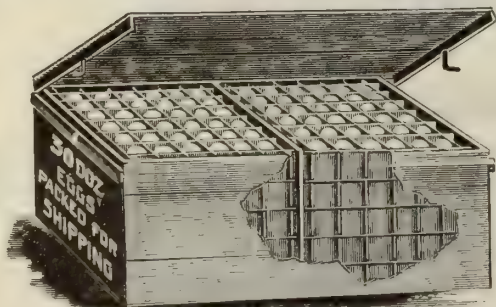
Manufacturers of Emery Cloth,
Black Lead, Glass Paper, &c.

LONDON, S.E., ENGLAND

AGENTS:

Geo. B. Jenkinson, 43 Queen St. East,
Toronto, and J. E. Huxley & Co., 220
McDermid St., Winnipeg.

THE MILLER BROS. CO., LIMITED



Manufacturers of

White pulp egg case fillers and extra flats in standard and extra large sizes for 12 and 30 dozen egg crates.

20-38 DOWD STREET, - - - MONTREAL, CANADA

QUOTATIONS FOR PROPRIETARY ARTICLES

SPACE IN THIS DEPARTMENT IS \$65
PER INCH PER YEAR

BAKING POWDER

ROYAL BAKING POWDER

Size	Less than 10-case lots Per doz.
Dime	\$ 1 15
4-oz.	1 65
6-oz.	2 45
8-oz.	3 10
12-oz.	4 65
16-oz.	5 90
2 1/2-lb.	14 60
5-lb.	27 35

F.O.B. Montreal, or F.O.B. jobbers' point, subject to jobbers' regular terms. Lots of 10 cases and over, less 2% discount; 1% barrel discount will be allowed when packed in barrels. Barrels contain 15 cases assorted sizes.

JAMS

DOMINION CANNERS, LTD.

"Aylmer" Pure Jams and Jellies. Guaranteed Fresh Fruit and Pure Sugar Only.

Screw Vac top Glass Jars, 16 oz. glass, 2 doz. case.	Per doz.
Blackberry	\$3 25
Current, Black	3 90
Plum	2 90
Pear	3 15
Peach	3 15
Raspberry, Red	3 90
Apricot	3 25

DOMINION CANNERS, LTD.

CATSUPS—In Glass Bottles

	Per doz.
½ Pts., Aylmer Quality.....	\$1 90
Pts., Aylmer Quality.....	2 35
	Per jug.
Gallon Jugs, Aylmer Quality 1	62½
	Per doz.
Pints, Delhi Epicure	2 70
½ Pints, Red Seal	1 50
Pints, Red Seal	2 00
Qts., Red Seal	2 80

BAKED BEANS WITH PORK

Brands—Canada First, Simcoe, Quaker.

	Per doz.
Individual Baked Beans, Plain 85s, or with Sauce, 4 doz. to case	\$0 95
1's Baked Beans, Flat, Plain, 4 doz. to case	1 15
1's Baked Beans, Flat, Tom. Sauce, 4 doz. to case	1 25
1's Baked Beans, Tall, Tomato or Chili Sauce, 4 doz. to case	1 35
1½'s (20-oz.) Plain, per doz.	1 65
Tomato or Chili Sauce	1 90
2's Baked Beans, Plain, 2 doz. to case	1 95
2's Baked Beans, Tom. Sauce, tall, 2 doz. to case	2 30
2's Baked Beans, Chili Sauce, tall, 2 doz. to case	2 30
½'s Tall, Plain, per doz.	2 75
Tomato or Chili Sauce	3 20
Family, Plain, \$2.35 doz.; Family, Tomato Sauce, \$2.80 doz.; Family, Chili Sauce, \$2.80 doz. The above 2 doz. to case, 10's, ½ doz. per case; Chili and Tomato Sauce, for hotel and restaurant use (gals.), \$12; plain, \$10.	

"AYLMER" PURE ORANGE MARMALADE

	Per doz.
Tumblers, Vacuum Top, 2 doz.	
in case	2 00
12-oz. Glass, Screw Top, 2 doz.	
in case	2 40
16-oz. Glass, Screw Top, 2 doz.	
in case	2 95
16-oz. Glass, Tall, Vacuum,	
2 doz. in case	2 95
2's Tin, 2 doz. per case	4 45

4's Tin, 12 pails in crate, per pail	0 76
5's Tin, 8 pails in crate, per pail	0 90
7's Tin or Wood, 6 pails in crate	1 26
30's Tin or Wood, one pail crate, per lb.	0 17 1/2

BLUE

Keen's Oxford, per lb.	\$0 22
In cases 12—12 lb. boxes to case	0 21 1/2

COCOA AND CHOCOLATE

THE COWAN CO., LTD.

COCOA—	
Perfection Cocoa, lbs., 1 & 2 doz. in box, per doz.	\$4 60
Perfection, 1/2-lb. tins, doz.	2 45
Perfection, 1/4-lb. tins, doz.	1 85
Perfection, 10c size, doz.	0 95
Perfection, 5-lb. tins, per lb.	0 37
Supreme Breakfast Cocoa, 1/2-lb. jars, 1 & 2 doz. in box, doz.	2 75

(Unsweetened Chocolate)

Supreme Chocolate, 12-lb. boxes, per lb.	0 36
Supreme Chocolate, 10c size, 2 doz. in box, per box	1 80
Perfection chocolate, 10c size, 2 doz. in box, per doz.	0 90

SWEET CHOCOLATE— Per lb.

Eagle Chocolate, 1/2s, 6-lb. boxes 28 boxes in case	0 33
Diamond Chocolate, 1/4s, 6 and 12-lb. boxes, 144 lbs. in case	0 36
Diamond Chocolate, 8s, 6 and 12-lb. boxes, 144 lbs. in case	0 35
Diamond Chocolate, 7s, 6 and 12-lb. boxes, 144 lbs. in case	0 34
Diamond Chocolate, 7s, 4-lb. boxes, 50 boxes in case, per box	1 85

CHOCOLATE CONFECTIONS

Maple Buds, 5-lb. boxes, 30 boxes in case, per lb.	0 42
Milk Medallions, 5-lb. boxes in case, per lb.	0 42
Chocolate Ginger, 5-lb. boxes, 30 boxes in case, per lb.	0 45
Crystallized Ginger, 5-lb. boxes, 30 boxes in case, per lb.	0 45

6c. LINES

Toronto Prices

	Per box
Filbert Nut Bars, 24 in box, 60 boxes in case.....	\$1 05
Almond Nut Bars, 24 in box, 50 boxes in case	1 05
Puffed Rice Bars, 24 in box, 50 boxes in case	1.05
Ginger Bars, 24 in box, 50 boxes in case	1 05
Fruit Bars, 24 in box, 50 boxes in case	1 05
Active Service Bars, 24 in box, 50 boxes in case	1 05
Victory Bar, 24 in box, 60 boxes in case	1 05
Queen's Dessert Bar, 24 in box, 60 boxes in case	1 05
Regal Milk Chocolate Bar, 24 in box, 50 boxes in case ..	1 05
Royal Milk Cakes, 24 in box, 50 boxes in case	1 05
Maple Buds, 6c display boxes, 6c pyramid packages, 6c glassine envelopes, 4 doz in box	2 00

10c LINES

Maple Buds, 10c, 1 doz. in box, 50 boxes in case, per doz.	\$0 95
Medallions, 10c, 1 doz in box, 50 boxes in case, per doz.	0 95

Big Problems for Business in Canada

"CANADIAN manufacturers are to-day facing a great crisis.

"Are our industries to pass from their war-time activity to a state of protected idleness? Or are they to take advantage of the development of a normal decade, encouraged under the abnormal conditions which have prevailed since August, 1914, to establish export business on a new scale and win for Canadian people a substantial share of that wealth which will help to discharge the burden of war and maintain prosperity?

"These are the questions which may be answered in the events of the next few weeks or months. Immediate action, direct and practical, is necessary. The appointment of a trade mission to England is one step in the right direction which should go far towards maintaining Canada's position as a factor in the industrial world. Further government co-operation of the same practical character in securing orders and arranging transportation and finances is necessary. But this is not all."

Above is a direct quotation from the leading article in THE FINANCIAL POST of November 16th, and in THE POST of that date and of subsequent issues, you will find further information on this intensely important business situation. It will be profitable for you to read THE POST every week at this juncture. Note this list of contents of the current issue:

Problems Which Must be Faced if Industrial Prosperity of Canada is to be Maintained.

Food Demands Make Farmers' Position Strong.

Post War Relations With the United States. The Adjustment Brought by War to the Stock Market.

World Shortage Likely to Keep Food Prices Up.

\$75,000,000 to be Spent on Ships by Government.

Allies in Europe Will Expect 50 Per Cent. Credit.

Life Companies Are Lifting Their War Restrictions.

Ending of War Should Bring Reduced Taxes.

Big Building Programme to be Carried Out.

Peace Conditions Have Not Affected Grain Markets.

An Anglo-Colonial on Future of British Trade.

Bond Market Outlook Favorable.

Anxious Times Ahead for Fire Insurance Companies.

Above mentioned are a few of the more important contents of this issue of THE FINANCIAL POST. Send a subscription to THE POST and note its business value to you. Use this form in sending subscription which is \$3.00 per year.

The MacLean Publishing Co.,
153 University Ave., Toronto.

Send me THE FINANCIAL POST every week till further ordered. I will pay subscription price \$3.00 per year on receipt of bill or you may draw on me for this.

Name

Address

C.G.



Visitors Unwelcome

No youngster will voluntarily take more than one mouthful of anything he doesn't like even when he gets it in a predatory way. The boy in the picture seems to be well pleased with results so far and apparently is going further into this Jell-O matter.

Which reminds us that some beautiful Jell-O advertising matter awaits delivery free to any grocer who will write to us asking for it.

The Genesee Pure Food Company of Canada, Limited
Bridgeburg, Ont.

Made in Canada

The next time you want a clerk, be sure to advertise in the "Wanted" Page of CANADIAN GROCER. You will receive inquiries from the liveliest clerks in the Canadian grocery trade, because reading CANADIAN GROCER is a test of the clerk's interest in his business.

Dairy Butter Wraps

Made from 30-lb. No. 1 Genuine Vegetable Parchment Paper, printed in two colors ink with design conforming to regulations covering Dairy Butter, size 8 x 11, packed 500 sheets to a carton.

ALWAYS IN STOCK

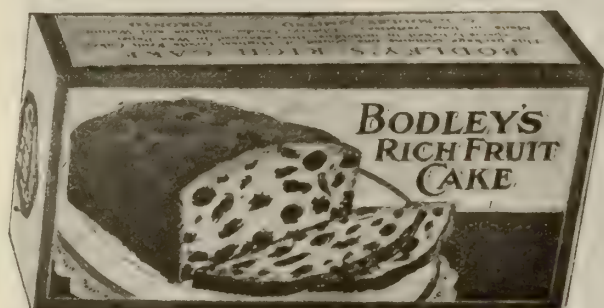
Special Printed Wraps to Order

Business Systems Limited

Largest Manufacturers of Butter Wraps in Canada

52-56 Spadina Ave. TORONTO

For the Christmas Shopper



Bodley's Rich Fruit Cake and Bodley's Plum Pudding

These are two good feature lines for the Christmas shopping weeks.

We will be glad to quote you and suggest your writing us immediately. Our prices will keep both lines moving and leave you a nice profit as well.



C. J. Bodley, Limited
TORONTO

Canada Food Control License No. 5-309

CALIFORNIA FRUIT CANNERS ASSOCIATION

CALIFORNIA RIPE OLIVES DEL MONTE BRAND

Size—

2½-quart Tall Cylinder Can	
No. 1 Pint Cylinder Can....	
No. 16 Jar	
No. 4 Jar	
No. 10 Can	

YUBA BRAND

2½-quart Tall Cylinder Can.	
No. 1 Pint Cylinder Can....	
No. 10 Can	
Picnic Can	

BORDEN MILK CO., LTD., CONDENSED MILK

Terms, net, 30 days.

Eagle Brand, each 48 cans..	\$9 25
Reindeer Brand, each 48 cans.	8 75
Silver Cow, each 48 cans....	8 40
Gold Seal, Purity, each 48 cans	8 25
Mayflower Brand, each 48 cans	8 25
Challenge Clover Brand, each	
48 cans	7 75

EVAPORATED MILK

St. Charles Brand, Hotel, each	
24 cans	6 65
Jersey Brand, Hotel, each 24	
cans	6 65
Peerless Brand, Hotel, each 24	
cans	6 65
St. Charles Brand, Tall, each	
48 cans	6 75
Jersey Brand, Tall, each 48	
cans	6 75
Peerless Brand, Tall, each 48	
cans	6 75
St. Charles Brand, Family,	
each 48 cans	5 75
Jersey Brand, Family, each	
48 cans	5 75
Peerless Brand, Family, each	
48 cans	5 75
St. Charles Brand, small, each	
48 cans	2 90
Jersey Brand, small, each 48	
cans	2 90
Peerless Brand, small, each 48	
cans	2 90

CONDENSED COFFEE

Reindeer Brand, large, each	
24 cans	6 25
Reindeer Brand, small, each	
48 cans	6 50
Regal Brand, each 24 cans..	5 90
Cocoa, Reindeer Brand, large,	
each 24 cans	6 25
Reindeer Brand, small, 48 cans	6 50

CARNATION MILK PRODUCTS CO., LTD.

All points east of and including Fort William, in Ontario, Quebec and Maritime Provinces.

EVAPORATED MILK

	Per Case
Carnation, 16-oz., talls (48	
cans per case)	6 40
Carnation, 6-oz. baby (96 cans	
per case)	5 40
Canada First, 16-oz. talls (48	
cans per case)	6 25
Canada First, 6-oz. baby (48	
cans per case)	2 60
Canada First, 12-oz. family	
(48 cans per case)	5 50
Canada First, 32-oz. hotel (24	
cans per case)	6 15

W. CLARK, LIMITED, MONTREAL.

Compressed Corn Beef—½s,	\$2.90;
1s, \$4.45; 2s, \$9.25; 6s,	\$34.75;
14s, \$80.	
Lunch Ham—1s, \$6.45; 2s,	\$13.50.
Ready Lunch Beef—1s, \$4.45;	2s, \$9.
English Brawn—½s, \$2.90;	1s,
\$4.95; 2s, \$9.90.	
Boneless Pig's Feet—½s,	\$2.90; 1s,
\$4.95; 1s, \$9.90.	
Ready Lunch Veal Loaf—½s,	\$2.40;
1s, \$4.45.	
Ready Lunch, Beef-Ham Loaf—½s,	\$2.40; 1s, \$4.45.
Ready Lunch Beef Loaf—½s,	\$2.40;
1s, \$4.45.	
Ready Lunch Asst. Loaves—½s,	\$2.45; 1s, \$4.50.
Geneva Sausage—1s, \$4.95;	2s, \$9.45
Roast Beef—½s, \$2.90; 1s,	\$4.45;
2s, \$9.25; 6s, \$34.75.	
Boiled Beef—1s, \$4.45; 2s,	\$9.25; 6s,
\$34.75.	
Jellied Veal—½s, \$2.90; 1s,	\$4.45;
2s, \$9.	

Cooked Tripe—1s, \$2.45; 2s,	\$4.45.
Stewed Ox Tail—1s, \$2.45;	2s, \$4.45.
Stewed Kidney—1s, \$4.45;	2s, \$8.95.
Mince Collops—½s, \$1.95;	1s, \$3.75;
2s, \$6.95.	

Sausage Meat—1s, \$4.2s,	\$7.75.
Corn Beef Hash — ½s,	\$1.95; 1s,
\$3.70; 2s, \$5.45.	

Beef Steak and Onions—½s,	\$2.90;
1s, \$4.45; 2s, \$8.45.	

Jellied Hocks—2s, \$9.95;	6s, \$29.80;
Irish Stew—1s, \$3.45; 2s,	\$6.75.

Cambridge Sausage—1s,	\$4.45; 2s,
\$8.45.	

Boneless Chicken — ½s,	\$5.90; 1s,
\$8.95.	

Boneless Turkey — ½s,	\$5.90; 1s,
\$8.95.	

Ox Tongue—½s, \$3.85; 1s,	\$7.95;
1½s, \$12.45; 2s, \$15.95;	2½s,
\$17.50; 3½s, \$27.6s,	\$45.

Lunch Tongue—½s, \$3.45;	1s, \$6.75;
2s, \$15.50.	

Tongue Lunch—1s, \$6.75.	
Beef Suet—1s, \$4.90; 2s,	\$8.50.

Mince Meat (Tins)—1s,	\$2.95; 2s,
\$4.45; 5s, \$12.95.	

Mince Meat (Bulk)—5s, 23c;	10s,
22c; 25s, 21c; 50s, 20c;	85s, 20c.

Chateau Brand Pork and Beans,	
with Tomato Sauce—Ind.,	\$1.10;
1s, \$1.75; 2s, \$2.55; 3s,	\$3.85.

With Plain Sauce—Ind.,	\$1; 1s,
\$1.65; 2s, \$2.40; 3s,	\$3.40.

Chateau Brand Concentrated Soups	
—Celery, 1s, \$1.25; Consommé,	
1s, \$1.25; Green Peas, 1s,	\$1.25;

Julienne, 1s, \$1.25; Mulligatawny,	
1s, \$1.25; Mutton Broth, 1s	\$1.25;
Ox Tail, 1s, \$1.25; Pea, 1s,	\$1.25;

Scotch Broth, 1s, \$1.25; Vege-	
table, 1s, \$1.25; Chicken, 1s,	\$1.65;
Mock Turtle, 1s, \$1.65; To-	

mato, 1s, \$1.65; Vermicelli To-	
mato, 1s, \$1.35; Assorted, 1s,	\$1.35;
Soups and Bouilli, 1s,	\$12.50.

Clark's Pork and Beans, Tomato	
Sauce, Blue Label—Ind., 95c;	1s,
\$1.25; 1½s, \$1.90; 2s,	\$2.30; 3s,

flats, \$2.95; 3s (flats), \$2.50;	3s (talls),
\$6. \$12; 12s, \$20.	

Plain Sauce, Pink Label—Ind.,	
85c; 1s, \$1.15; 1½s, \$1.65;	2s,
\$1.95; 3s (flats), \$2.50;	3s (talls),

\$2.95; 6s, \$10; 12s, \$18.	
Chili Sauce (red and gold label)—	
Ind., 95c; 1s, \$1.25; 1½s,	\$1.90;

2s, \$2.30; 3s (flat), \$2.95.	
Vegetarian Baked Beans and To-	
mato Sauce—2s, \$2.25.	

Sliced Smoked Beef—½s,	\$2.35; 1s,
\$3.45; 4s, \$24.	

Canadian Boiled Dinner—1s,	\$2.45;
2s, \$5.95.	

Army Rations—Beef and Vegetables,	
1s, \$3.45; 2s, \$5.95.	

Spaghetti with Tomato Sauce with	
Cheese—½s, \$1.85; 1s, \$2.50;	2s,
\$4.30.	

Tongue, Ham and Veal Pates—½s,	
\$2.25.	

Ham and Veal Pates—½s, \$2.25.	
Smoked Vienna Style Sausage—½s,	
\$2.45.	

Pate De Foie—¼s, 75c; ½s,	\$1.40.
Plum Pudding—½s, \$2.45.	

Potted Beef Ham—¼s, 75c; ½s,	
\$1.40.	

Beef—¼s, 75c; ½s, \$1.40.	
Potted Tongue—¼s, 75c; ½s,	\$1.40.

Potted Game (Venison)—¼s,	75c.
Potted Veal—¼s, 75c; ½s,	\$1.40.

Potted Meats (Assorted)—¼s,	80c;
½s, \$1.45.	

Devilled Beef Ham—¼s, 75c; ½s,	
\$1.40. Beef—¼s, 75c; ½s,	\$1.40.

Devilled Tongue—¼s, 75c; ½s,	
\$1.40. Veal—¼s, 75c; ½s,	\$1.40.
Devilled Meats (Assorted)—¼s,	80c.
½s, \$1.45.	

In Glass Goods

Fluid Beef Cordial—20 oz. bottle,	
\$10; 10 oz., \$5.	

Ox Tongue — 1½s, \$14.50; 2s,	
\$17.50.	

Lunch Tongue—1s, \$9.95.	
Sliced Smoked Beef—¼s, \$1.75;	
½s, \$2.35; 1s, \$4.15.	

Mince Meat—1s, \$3.45.	
Potted Chicken—¼s, \$2.35.	
Ham—¼s, \$2.35.	

Tongue—¼s, \$2.35.	
Venison—¼s, \$2.35.	
Chicken Breast—½s, \$9.95.	

Tomato Ketchup—8s, \$2.25; 12s,	
\$2.80; 16s, \$3.50.	
Peanut Butter—¼s, \$1.45; ½s,	
\$1.95; 1s, \$2.45; in pails, 5s, 33c;	
12s, 31c; 24s, 30c; 50s, 30c.	

"The Power of the West"

AS soon as peace is in sight, politics will again come into play in Canada and then the West may hold the balance of power. Such is the prediction made by J. K. Munro, special political writer, in November MACLEAN'S. He thinks that the Western tail may wag the Canadian dog and that this explains why statesmen and others are trying to-day to get both hands on the tail. An outspoken article—incisive, humorous, fearless, unbiased. Read it—"The Power of the West."

Germany Should Pay Canada's War Debt

Had Germany won the Junkers intended to seize and divide Canada. Writing in the November issue of MACLEAN'S MAGAZINE, Lieut-Col. J. B. Maclean contends that the war debt we have piled up should be paid in cash by Germany as one of the peace terms. He makes a vigorous presentation of Canada's case.

Chronicles of the Klondyke

The real story of the great gold boom is being told for the first time by E. Ward Smith, who was treasurer, assessor, clerk and tax collector of Dawson City during the Yukon stampede. His series starts with "My Recollections of Early Strikes"—Strange stories of how men stumbled on tremendous fortunes in the frozen North. The author knew everyone in the Klondyke and saw everything that went on at first hand.

Bright Stories—Vital Articles—Famous Writers

The important articles and the big stories that are being written in Canada by the best Canadian writers are always found nowadays in MACLEAN'S. Here's a partial list of the November bill:—

The Minx Goes to the Front

C. N. and A. M. Williamson

Better Dead—The Silly World of the Spiritualists

Stephen Leacock

The Strange Adventure of the Staring Canvas

Arthur Stringer

Family Pride - Theodore Goodridge Roberts

The Three Sapphires - W. A. Fraser

The Life of Mary Pickford - Arthur Stringer

We Must Tighten Our Belts - Henry B. Thomson
(Chairman, Canada Food Board)

Lenix Ballister—Detective - A. P. McKishnie

Business Outlook - Investment Situation

Women and Their Work - Books of the Month

World Happenings in a Nutshell.—"Review of Reviews Dept."

The periodicals of the world are searched to get the best articles on current events. For instance, November MACLEAN'S contains: The Starving of Lille, The True Story of the Jameson Raid, Germany's Fleet Will Come Out? Mysterious New City in France, The Woman Who Caused Russia's Defeat, Hypnotism Cures Shell Shock, How Turkey Planned to Butcher British, Queen Mary is Accomplished Letter Writer, Why Palestine Was Captured.

Buy an Extra Copy for Husband, Brother, Friend, and Send Overseas

Over 60,000 Canadian Families Buy

MACLEAN'S

"CANADA'S NATIONAL MAGAZINE"

NOVEMBER ISSUE

**Now On Sale
At All News Dealers**

20c Per Copy. \$2.00 Per Year.

Dealers who have not been handling MACLEAN'S should secure copies at once from their nearest Wholesaler.

Are You Ready FOR GOOD BUSINESS

BOOK your orders NOW for

White Spruce Butter Tubs
N. B. Egg Carriers
H. D. Egg Crates
Buggy Egg Crates
Brooms and Brushes
Fruit Jars
Paper and Twines

Walter Woods & Co.
 HAMILTON and WINNIPEG

WAR CONDITIONS

necessitate the prohibition
 of export of all foodstuffs
 from the United Kingdom.

SPRATT'S

DOG CAKES

POULTRY FOODS, CANARY AND PARROT MIXTURES

pending the removal of
 the embargo, can be
 obtained from

SPRATT'S PATENT (America) LTD.
 Newark, New Jersey.

London (Eng.), Spratt's Patent Limited
 24-25 Fenchurch Street, E.C. 3.

COLMAN'S OR KEEN'S MUSTARD.

	Per doz. tins
D. S. F., ¼-lb.	\$....
D. S. F., ½-lb.
D. S. F., 1-lb.
F. D., ¼-lb.
	Per jar
Durham, 1-lb. jar, each...	\$....
Durham, 4-lb. jar, each...

Canadian Milk Products, Ltd.,
 Toronto and Montreal.

KLIM

Hotel	\$18 50
Household size	8 25
Small size	5 75

Prices f.o.b. Montreal.

THE CANADA STARCH CO., LTD.

Manufacturers of the
 Edwardsburg Brands Starches

Laundry Starches—

Boxes	Cents
40 lbs. Canada Laundry....	.09½
40 lbs., 1 lb. pkg., White Glass .....	.10½
48 lbs., No. 1 White or Blue Starch, 3-lb. cartons.....	.10½
100-lb. kegs, No. 1 white..	.10½
200-lb. bbls., No. 1 white..	.10½
30 lbs., Edwardsburg Silver Gloss, 1-lb. chromo pkgs.	.11½
48 lbs., Silver Gloss, in 6-lb. tin canisters .....	.13½
36 lbs. Silver Gloss, in 6-lb. draw lid boxes .....	.13½
100 lbs., kegs, Silver Gloss, large crystals .....	.11½
40 lbs., Benson's Enamel, (cold water), per case....	3.25
20 lbs. Cases Refined Potato Flour, 1-lb. pkgs.....	.15
Celluloid, 45 cartons, case..	4.60

Culinary Starch

40 lbs., W. T. Benson & Co.'s Celebrated Prepared .....	.11½
40 lbs. Canada Pure Corn..	.10½
20-lb. Casco Refined Potato Flour, 1-lb. pkgs.....	.20
(20-lb. boxes, ¼c higher, except potato flour)	

BRANTFORD STARCH

Ontario and Quebec

Laundry Starches—

Canada Laundry	\$0.09½
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lbs. 1.10	
First Quality White Laundry—	
3-lb. canisters, cs. of 48 lbs. .10½	
Barrels, 200 lbs. ....	.10
Kegs, 100 lbs. ....	.10

Lily White Gloss—

1-lb. fancy carton cases, 30 lbs. ....	.11
8 in case .....	.12½
6-lb. toy trunks, lock and key, 6-lb. toy drum, with drumsticks, 8 in case....	.12½
Kegs, extra large crystals, 100 lbs. ....	.10½

Canadian Electric Starch—

Boxes containing 40 fancy pkgs., per case	8.25
Celluloid Starches—	
Boxes containing 45 cartons, per case	4 50
Challenge Prepared Corn—	
1-lb. pkts., boxes of 40 lbs. .10	

GELATINE

Cox's Instant Powdered Gelatine (2-qt. size), per doz..	1 50
Knox Plain Sparkling Gelatine (2-qt. size), per doz.....	1 75
Knox Acidulated Gelatine (lemon flavor), 2-qt. size, per doz.	1 85

SYRUP

THE CANADA STARCH CO.,
 LTD., CROWN BRAND

CORN SYRUP.

Perfect Seal Jars, 3 lbs., 1 doz. in case	\$4.25
2-lb. tins, 2 doz. in case....	4.80
5-lb. tins, 1 doz. in case....	5.40
10-lb. tins, ½ doz. in case..	5.10
20-lb. tins, ¼ doz. in case..	5.05

(Prices in Maritime Provinces 10c per case higher)

Barrels, about 700 lbs.....	\$0.07½
Half bbls., about 350 lbs.....	.07½
¼ bbls., about 175 lbs.....	.07½
2-gal. wooden pails, 25 lbs..	2.25
3-gal. wooden pails, 28½ lbs.	3 40
5-gal. wooden pails, 65 lbs..	5 50

LILY WHITE CORN SYRUP

2-lb. tins, 2 doz. in case....	\$5.30
5-lb. tins, 1 doz. in case....	5 90
10-lb. tins, ½ doz. in case..	5 60
20-lb. tins, ¼ doz. in case..	5 55

ST. LAWRENCE SUGAR REFINING CO.

Crystal Diamond Brand Cane Syrup	
2-lb. tins, 2 doz. in case	\$7.00
Barrels, per 100 lbs.	9.75
½ barrels, per 100 lbs.	10.00

INFANTS' FOOD

MAGOR, SON & CO., LTD.

Robinson's Patent Barley—	Doz.
1 lb.	\$4.00
½ lb.	2.00
Robinson's Patent Groat—	
1 lb.	\$4.00
½ lb.	2.00

NUGGET POLISHES

	Doz.
Polish, Black, Tan, Toney Red and Dark Brown	\$1.15
Card Outfits, Black and Tan..	4.15
Metal Outfits, Black and Tan..	4.85
Creams, Black and Tan	1.25
White Cleaner	1.25

IMPERIAL TOBACCO CO. OF CANADA, LIMITED. EMPIRE BRANCH

Black Watch, 9s, lb.....	\$1 05
Bobs, 11s	0 92
Currency, 11s	0 90
Stag Bar, 8s, boxes 5 lbs....	0 95
Pay Roll, thick bars, 9s....	1 10
Pay Roll, plug, 9s and 6-lb. caddies	1 10
Shamrock, 8s, ½ cads., 12 lbs., ¼ cads., 6 lbs.....	0 95
Great West Pouches, 8s, 3-lb. boxes, ½ and 1-lb. lunch boxes	1 00
Forest and Stream, tins, 10s, 2-lb. cartons	1 20
Forest and Stream, ¼s, ½s, and 1-lb. tins	1 20
Forest and Stream, 1-lb. glass humidors	1 50
Master Workman, 8s, 2-lb. cartons	1 00
Master Workman, bars, 6s, 2/3s, ½ butts, 9-lb. boxes, 8 lbs.	1 10
Derby 8s, 4-lb. boxes.....	0 95
Old Virginia, 12s.....	1 50
Old Kentucky (bars), 7s, boxes, 7 lbs.....	1 10

WM. H. DUNN, LTD., Montreal.
 BABBITS

Soap Powder, case 100 pkgs....	\$5 00
Cleanser, case 50 pkgs.	2 90
Cleanser (Kosher) cs. 50 pkgs	2 90
Pure Lye, case of 4 doz.	5 60

FLORIDA ORANGES

We handle only the best Packs. Our first cars now in stock, the Famous

PARSON BROWNS

The best Orange shipped from Florida.

California Red Emperor Grapes

In kegs and Lug Boxes. Fine dry stock. Quality pack.

On account of heavy rains in California will probably be last of season.

ALSO BEST QUALITY IN

Florida Grape Fruit, California Lemons, British Columbia and Canadian box Apples.

The House of Quality The Firm for Service
Established 1861

HUGH WALKER & SON

Guelph, Ontario

Canadian Food Control, License Nos. 3-090, 3-204.

California Navels

First car for season due Monday

Quality reported to be first-class

Florida Oranges and Grape Fruit

NEW COCOANUTS

Almonds Walnuts Filberts

Brazils and Shelled Almonds

WHITE & CO., LTD.

FRONT AND CHURCH STREETS
TORONTO

Phone M. 6243

Canada Food Board License No. 277

ORANGES

Florida Pineapples Oranges

Juicy, Sweet, High Color. Best of all, much cheaper.

Extra California Lemons

Reasonable prices again

Cranberries

Finest Late Keepers

Grapes

Finest California Red Emperors
In Drums and Lugs

Apples

Ontario, Nova Scotia and British Columbia, in boxes and barrels. All the best varieties.

DUNCANS LIMITED

NORTH BAY, ONT.

Branches at SUDBURY, COBALT, TIMMINS

Canada Food Board License No. 151

WETHEY'S

Mince Meats

(both Condensed and Bulk)

always lead



When buying

insist

on this brand

Canada Food Board License No. 14-128

A display will immediately
improve your sale of

Sani-Flush

The need for *Sani-Flush* is self-apparent. People are ready to buy it as soon as it is called to their attention by a local merchant.

Some women are just a little timid about asking on account of it being used for cleaning water-closets. You overcome this embarrassment by showing a can of *Sani-Flush* on a counter where a customer may simply point to it and say: "Give me a can of that!"

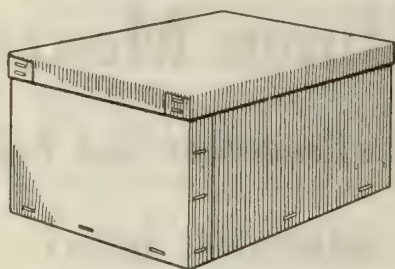


Sani-Flush is different from other articles you handle and should be given special treatment.

**Harold F. Ritchie
& Co., Limited**

10-12 McCaul Street
Toronto, Ont.

This is the Box
for your customers'
Overseas Parcels



The Original Overseas Box for your Customers as
used by Red Cross Societies Everywhere

Here is a box that's built to stand hard knocks—a box that's positively guaranteed to reach its destination in the same condition as when mailed.

NOT CARDBOARD OR CORRUGATED BOARD, but solid material; no wrapping required. Note the fastenings. No stickers or tapes used, but steel staples.

Over one million shipped without one complaint. Compare it with any other box on the market and judge for yourself. Now is the time to order for Xmas trade. Prices:

5" x 6" x 9", per hundred, \$10.00 F.O.B. Ottawa.

5½" x 7" x 9", per hundred, \$12.00 F.O.B. Ottawa.

Boxes Limited

Queen and Booth Streets, - OTTAWA

INDEX TO ADVERTISERS

A		K	
American Pad & Textile Co. . .	9	Kavanagh Co.	63
Anchor Cap	6	L	
B		Lambe, W. G.	12
Bain, Donald H., Co.	11	Lemon Bros.	12
Baker & Co., Ltd., Walter . . .	12	Little Bros., Ltd.	14
Borden Milk Co.	1	Loggie, Sons & Co.	12
Bodley, C. J.	58	M	
Bowes Co.	2	Macivor Bros. Co.	49
Bowser & Co., S. F.	9	Maclure, A. M., & Co.	11
Boxes, Ltd.	62	Mackay Co., Ltd., John	13
Business Systems	57	MacLeod & Co., D. J.	11
Butte Argyll	18	Maclure & Langley	12
C		McCasky Systems, Ltd.	56
Canada Nut Co.	14	McCormick Mfg. Co.	4
Cane & Sons, Wm.	8	Magor, Son & Co., Ltd.	20
Canadian Milk Products	9	Mann, C. A., & Co.	63
Canadian Wood Products Co. . .	17	Marsh Grape Juice Co.	13
Carriage Factories, Ltd.	55	Marshall, H. D.	13
Channell Chemical Co.		Miller Bros. Co.	56
Inside front cover		Midland Vinegar	51
Clark, W., Ltd.	3	N	
Connors Bros.	48	Nagle & Co., N. (Volpeek) . . .	64
Chilliwack Evaporating & Packing Co.	15	National Licorice Co.	4
Cockburn Co., F. D.	11	Nagle Mercantile Agency	64
Climax Baler	64	Nelson, C. J.	14
Clayoquot Sound Canning Co. . .	14	Nootka Packing Co.	15
Church & Dwight	8	Nutrient Food Co.	63
D		O	
Davies, Wm., Co.	47	Oakeys, John & Son, Ltd.	56
Dayton Scale Co.	Back cover	Oceanic Oyster Co.	51
Defiance Packing Co.	15	Oury Miliar Co.	51
Dole Bros.	56	P	
Dominion Salt Co.	8	Patrick, W. G., & Co.	12
Dominion Cannery, Ltd.	6	Paturel, Emii	51
Duncans, Ltd.	61	Pennock, H. P., & Co., Ltd. . .	10
E		Perry, H. L., & Co.	10
Eddy Co., E. B.	5	Pullan, E.	63
Eckhardt, H. P., & Co.	59	R	
El Roi-Tan, Ltd.	14	Releg Co., Ltd.	46
Elliott, W. F.	12	Robin Hood Milling Co.	
Escott, W. H., Co.	10	Front cover	
Estabrooks & Co., T. H.	25	Rock City Tobacco Co.	52
F		Rose & Laflamme, Ltd.	15
Freeman & Co., J. L.	13	S	
Freeman Co., W. A.	46	Scott, Ltd., A. B.	61
Fugita & Co.	Inside front cover	Scott-Bathgate Co., Ltd.	10
Furnivall-New, Ltd.	51	Shaw & Ellis	46
G		Smith & Proctor	49
Gaetz & Co.	13	Smith & Son, E. D.	16
Genesee Pure Food Co.	57	Spratts, Limited	60
Gillespie & Co., The Robt. . . .	14	Schofield & Beer	13
Grant, C. H.	11	Stevens-Hepner Co.	5
Griffin & Skelly	7	Sutcliffe & Bingham	55
Gray, John & Co.	52	T	
H		Taylor & Pringle, Ltd.	48
Hargraves, Canada, Ltd.	9	Tobin, J., & Son	49
Hart, C. B., Reg.	13	Toronto Salt Works	63
Hygienic Products	62	Trent Mfg. Co.	63
I		Thompson, E. B.	63
Imperial Oil Co., Ltd.		Thompson & Co., G. B.	11
Inside back cover		Turton, J. E.	13
Imperial Rice Milling Co.	15	Toronto Pottery Co.	63
Ingersoll Packing Co., Ltd. . . .	20	V	
J		Vogans, Ltd.	63
Japan Tea	53	W	
Jeffress, Ltd., E. W.	48	Walker, Hugh, & Son	61
Jones, C. & J.	12	Watford Mfg. Co.	4
		Watson & Truesdale	11
		Wetley, J. H., & Co.	61
		White & Co.	61
		White Cottell's	63
		Williams Storage Co.	11
		Woods, Walter, & Co.	60

BUYERS' DIRECTORY

Latest Editorial Market Information and Guide to Buyers.

Vogan's

**TO
Overseas
CAKE**

Put up in one pound packages.

Order from your jobber to-day.

VOGANS, LIMITED TORONTO



**JARS AND
BUTTER CROCKS**

Are needed in every household.
We can supply you with the kind
that sells. Write for price list
now to

**The Toronto Pottery Co.
LIMITED
Dominion Bank Bldg., Toronto**

We are now located in our new and more
spacious warehouse at

60-62 JARVIS ST.

TORONTO SALT WORKS

GEO. J. CLIFF

WHITE COTTELL'S
BEST ENGLISH MALT VINEGAR
QUALITY VINEGAR
WHITE COTTELL & CO.
Camberwell, London, England
Agent:
W. Y. COLCLOUGH, 53 Silver Birch Avenue
TORONTO

All these ads will have
position on a live page
each week containing
reading matter.

MARKET BRIEFS

Sugar has advanced from 45 to 55c per 100 pounds during the week. Refiners are now working on the new basis of costs for raws recently established on the new crop by the International Sugar Committee. Supplies are no more plentiful than they have been and are not expected to improve before early in the new year. The period represented by the next two months has always been one of stringency as regards supplies, and nothing is in sight to alter this condition this year.

* * * *

Higher prices are again the order of the day on condensed and evaporated milk, new quotations being issued to the trade early this week. Condensed coffee and cocoa have also joined the upward movement and a higher level of prices is also ruling on these two lines.

* * * *

The lifting of the embargo on raisins has made the trade as a whole feel somewhat easier in regard to this line. The loss of this business, along with prunes, peaches and apricots, was a serious item, and whereas full deliveries of orders are hardly looked for, there will be enough released to take care of pressing needs, it is thought. It is intimated the embargo has been lifted from prunes, peaches and apricots as well, but few, if any, of these are expected. The very small crops have been largely absorbed by Government orders and there will be a sufficiently large army maintained and fed to absorb bulk of supplies.

MINCEMEAT

Write, wire or telephone for quotations for prompt or fall delivery.

E. B. THOMPSON

20 Front Street East, Toronto

30 DOZ. CASE FILLERS
ONE DOZ. CARTON FILLERS
¾-INCH CUSHION FILLERS
CORRUGATED FLATS.

The TRENT MFG. CO., Ltd.
TRENTON - - ONTARIO

CHOCOLATTA

contains chocolate, milk and sugar in powdered form.

Makes a delicious drink served hot or cold. Suggest it to your customers for Home and Overseas.

NUTRIENT FOOD CO., TORONTO

HIGHEST PRICES PAID

for all kinds of

Poultry and Fresh Eggs

KAVANAGH PROVISION CO.

372 Bleury Street, Montreal

Telephones: Uptown 4620-4621 Night Up 1980

Canada Food Board License No. 9-960

Sugar Bags WANTED

WRITE

E-PULLAN

TORONTO

GROCERS & BUTCHERS

Buy the Best

FANCY DRESSED POULTRY,
SELECTED EGGS, CHOICE DAIRY
AND CREAMERY BUTTER

C. A. MANN & CO.

LONDON, ONTARIO

"Canada Food Board License No. 7-078"

These one-inch spaces
only \$1.25 per insertion
if used each issue in the
year.

Wanted

CLASSIFIED ADVERTISING

Advertisements under this heading 2c per word for first insertion. 1c for each subsequent.

Where replies come to our care to be forwarded, five cents must be added to cost to cover postage, etc.

WANTED

DEAD STOCK OF PATENT MEDICINES. drugs and sundries bought or exchanged. Write The Drug Exchange Co., P.O. Box 1343, Montreal, Que.

AGENCIES WANTED

GROCERY LINE WANTED ON COMMISSION by a traveller having a large experience with the wholesale grocers, the best retail grocers and also confectionery trade. Have sold English and American lines in the Provinces. I have Canadian lines but need another. References if necessary. Traveller, Box 475, Truro, N.S.

WOULD HANDLE BISCUITS, SYRUP, CONFECTIONERY. Good accounts. Big sales. F. J. Buote, Tignish, P.E.I.

WANTED—PAYING GROCERY BUSINESS in good live town. Box 456, Canadian Grocer.

SIDE-LINE FOR TRAVELLERS—INFORMATION wanted from small towns regarding new building. Will not interfere with your regular business. We don't ask you to sell anything—merely to acquire information. Commission paid for each report. We supply forms and postage. Apply stating route and how often covered. Box 452, Canadian Grocer, Toronto.

SITUATIONS WANTED

EXPERIENCED LADY WISHES POSITION in general store. Apply Box 454, Canadian Grocer.

Use this page—the page that is never overlooked—from time to time to put efficiency in your service, and watch it for opportunities.

Everything is classified under appropriate headings, so that you can, at a glance, find what you are looking for. Quite often the want ad page is consulted as a guide to conditions.

Anything used or of interest to the Grocery trade can be located by an advertisement on this page.

Canadian Grocer reaches thousands of the best grocers in the Dominion—the kind you want to speak to.

The cost of this service to you is very small—2 cents per word first insertion, and 1 cent per word for each subsequent insertion of the same advertisement.

If you do not wish your name to appear in the ad we have a Box system whereby everything is strictly confidential, for which we charge 5 cents per insertion extra.

Kindly enclose remittance with ad so as to save unnecessary bookkeeping, etc.

FOR SALE

CASH GROCERY BUSINESS AVERAGING \$450 weekly. Dwelling and store combined. Box 440, Canadian Grocer.

FOR SALE—ONE OF THE BEST GENERAL merchandise businesses in the County of Huron. Stock about \$7,000. Only store in village. Turnover around \$30,000 a year. Pressed brick dwelling and store. Retiring because of advancing age. Box 458, Canadian Grocer.

THE "WANT" AD.

The "want ad." has grown from a little used force in business life into one of the great necessities of the present day.

Business men nowadays turn to the "want ad." as a matter of course for a hundred small services.

The "want ad." gets work for workers and workers for work.

It gets clerks for employers and finds employers for clerks. It brings together buyer and seller, and enables them to do business though they may be thousands of miles apart.

The "want ad." is the great force in the small affairs and incidents of daily life.



PAPER BALERS

Turn Waste Into Profit

Made in 12 sizes.

Send for catalog.

Climax Baler Co.

Steel "Fireproof" Hamilton, Ontario

Cash in on Your Book Debts

Get that which is rightfully yours.

WE CAN TURN THOSE BOOK DEBTS OF YOURS INTO MONEY if you'll just authorize us to do so.

Our organization is big enough to collect quickly anywhere. Ask to see our special forms. They'll be mailed you free.

The Nagle Mercantile Agency
Westmount (Montreal) Que.

15 cents

VOLPEEK

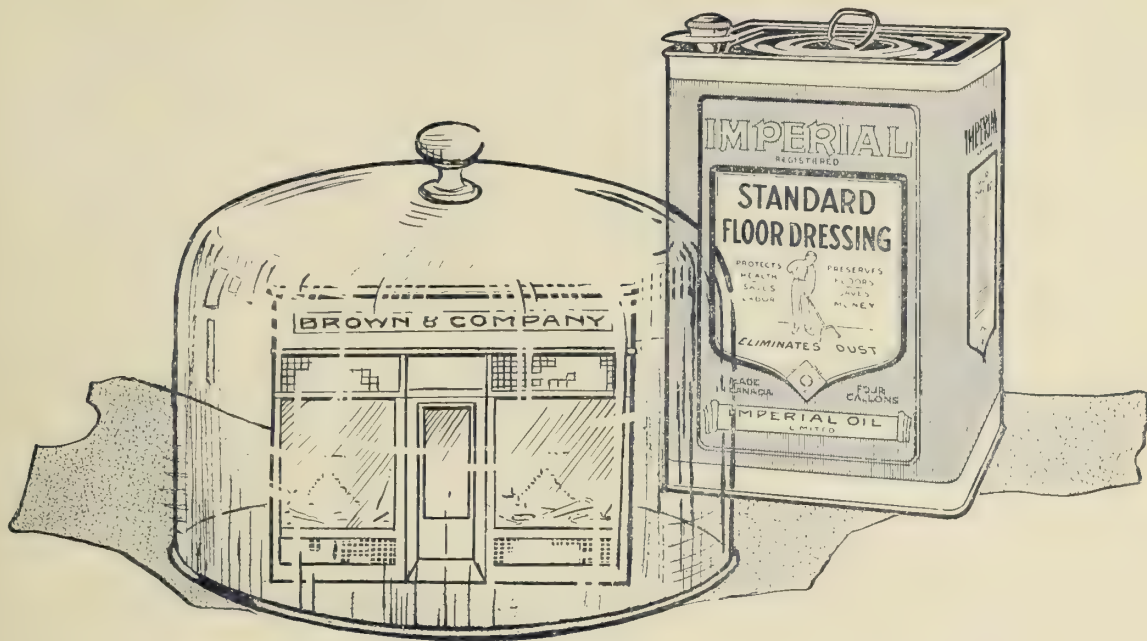
MENDS POTS & PANS

Show the housewife how easy it is to make leaky kitchen utensils good as new in an instant by means of Vol-Peek.

Vol-Peek can be applied with the finger—no tools necessary. And the mended article is ready for use in "two minutes or less."

Vol-Peek is put up in attractive display stands that make sales easy. Order from your wholesaler or from us direct.

H. NAGLE & CO., Box 2024, Montreal



THE DUST-FREE STORE

DUST can never be kept out of the store, but it can be effectively controlled by the use of

STANDARD Floor Dressing

which when applied to your floors, definitely lays and holds 90% of atmospheric dust. This is a condition of affairs that the old fashioned mop and feather duster can never bring about. They only disturb the dust to settle elsewhere.

Standard Floor Dressing is economical. A single gallon suffices for 500-700 square feet of space or shelving, and lasts for several months. It may be applied with an ordinary floor sprayer. To keep the dressed surfaces in order, all that is necessary is to sweep off the accumulated dust and dirt regularly with a stiff brush or broom.

Floors treated with Standard Floor Dressing help to promote a fresher, tidier store, and cleaner, quicker-selling stock on the shelves.

Supplied in one and four gallon cans, and in barrels and half barrels.

IMPERIAL OIL LIMITED

BRANCHES IN ALL CITIES

DAYTON

Automatic Scale



Now for the "Reconstruction Period"! Now is the time to close every leak and seam in the good ship "BUSINESS." Now is the time when your efficiency, your alertness and the manful handling of your affairs will single you out for success, or the lack of them push you down to defeat. For competition will likely be keener than ever in the next five years.

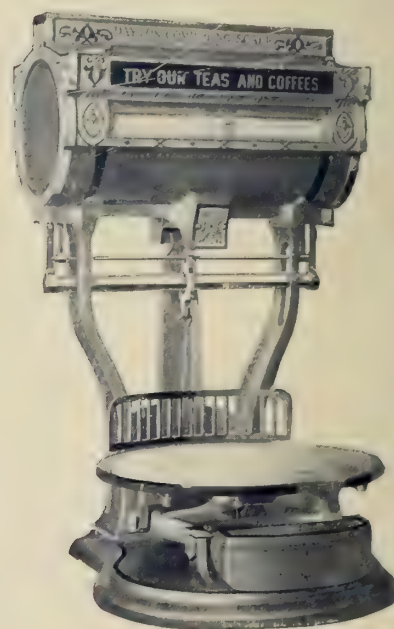
Our latest Dayton Scale catalogue is very interesting. Let us send you a copy.

Dayton Computing Scales

Royce and Campbell Avenues, Toronto, Ont.

The International Business Machines Company, Limited, Toronto. Frank E. Mutton, Vice-President and General Manager. Manufacturers Dayton Scales, International Time Recorders and Hollerith Electric Tabulating Machines.

Here is a silent partner that will prove an ever-watchful guardian of your profits. The Dayton Automatic Scale protects you against "down weights" and mistakes in figure costs. It gets you full value for everything you weigh. It is a beautifully built, accurate, durable machine that is absolutely just to you and your business. The public like to see you use a Dayton. They know it's fair to them, too.



The Dayton Automatic Scale.
"It stands for the Square Deal."
It's made in Canada.

CANADIAN GROCER

Member of the Associated Business Papers --- Only Weekly Grocery Paper Published in Canada

THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXXII.

PUBLICATION OFFICE : TORONTO, NOVEMBER 29, 1918

No. 48



Tell your Customers
about

STAG
CHEWING TOBACCO
Ever-lasting-ly Good

This famous chewing tobacco has the quality, richness and
lasting flavor that bring men back for more.

Mrs. Particular says—
 “I like **NO-VARY**
 Quality Groceries.
 They are always so
 good”

This uniform goodness
 of No - Vary Quality
 Groceries is a mighty
 fine asset for the deal-
 er stocking them.

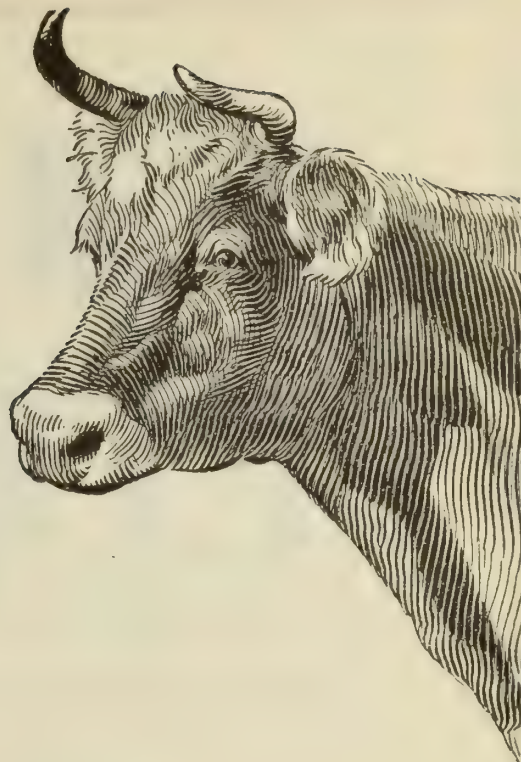


Repeat sales are the rule where No-Vary Products are concerned. And when you consider that there is a comfortable margin of profit on every sale and a satisfied customer as well you will perceive the advantage of always displaying and pushing these easy sellers.

Below we list the name of Wholesale Jobbers in Western Canada who handle No-Vary Always Good Products. Any of them will fill your order promptly. Write the one nearest you to-day.

Alexander Grocery Co., Ltd.	Camrose, Alta.
Brandon Grocery Co., Ltd.	Brandon, Man.
Camrose Grocery Co., Ltd.	Camrose, Alta.
Medicine Hat Grocery Co., Ltd.	Medicine Hat, Alta.
Moose Grocery Co., Ltd.	Moose Jaw, Sask.
MacLean Grocery Co., Ltd.	Regina, Sask.
Red Deer Grocery Co., Ltd.	Red Deer, Alta.
Swift Current Grocery Co., Ltd.	Swift Current, Sask.
Simington Co., Ltd.	Calgary, Alta.
Weyburn Grocery Co., Ltd.	Weyburn, Sask.
Yorkton Grocery Co.	Yorkton, Sask.

No-Vary Products Co., Limited
 WINNIPEG, CANADA



---and the customers
come all ready to buy

THE consumer advertising campaign which is continually being carried on to bring

Borden's Milk Products

before the notice of the buying public is bringing new customers to Borden dealers in every community.

There is no worry, fuss or inconvenience whatever in the preparation of Borden Milk Products—a fact that makes them particularly good sellers during the winter season.

A Borden display will get you results.



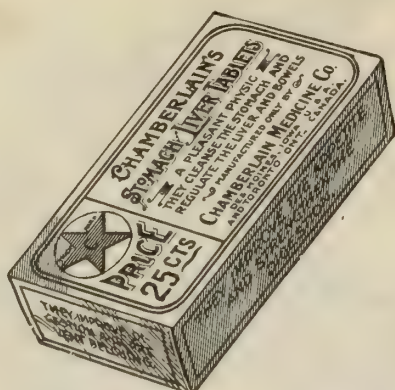
Borden Milk Company Limited

"LEADERS OF QUALITY"

MONTREAL

Branch Office: No. 2 Arcade Building, Vancouver, B.C.

Licence No. 14-213



They Might Just as Well Get Them at Your Store As Elsewhere

Every customer of yours needs a reliable family medicine some time or other.

By handling such a very reliable line as *Chamberlain's Family Remedies* you will be able to meet this trade satisfactorily and add very materially to your profits and to your prestige.

Send now for a trial supply of Chamberlain's and let your trade know you handle them. The rest is easy.

Chamberlain Medicine Co., Limited
TORONTO, CANADA



Sell Your Customers the Right Poultry Feed

If you want to build up a good trade in Poultry Feed, sell the kind that is GUARANTEED to make your customers' hens lay MORE EGGS.

Purina Scratch Feed
Purina Chicken Chowder

They are scientific Feeds, guaranteed to make hens lay more eggs—winter and summer. They don't cost very much more than other feeds, and will give greater satisfaction to your customer and to yourself. Try an order. Write for prices.

The Chisholm Milling Co., Ltd. 8 JARVIS ST.
TORONTO

CEREAL MILL LICENSE 4-198

CLARK'S SPAGHETTI

With
Tomato
Sauce and
Cheese ☐



MADE
☐ IN
☒ CANADA

CLARK'S PREPARED FOODS ARE UNEQUALLED FOR

QUALITY

THIS IS ONE OF THEIR BEST

W. CLARK, LIMITED, MONTREAL

Canada Food Board License No. 14-216

BUY HOPS NOW

This year's Pacific Coast Hop crop, including crops grown in British Columbia, Washington, Oregon and California, will not exceed 90,000 bales, as against a normal crop of 325,000 bales.

There is a big Hop shortage--prices are steadily advancing. Place order at once and protect yourself against a high market.

MAPLE LEAF AND DOMINION BRAND PACKAGE HOPS

$\frac{1}{4}$ and $\frac{1}{2}$ -lb. packages

WRITE FOR PRICES

British Columbia Hop Company, Ltd.

HEAD SALES OFFICE

-

SAN FRANCISCO, CAL.

RANCHES AT SARDIS AND AGASSIZ, B.C.



Always Popular Because Always Reliable

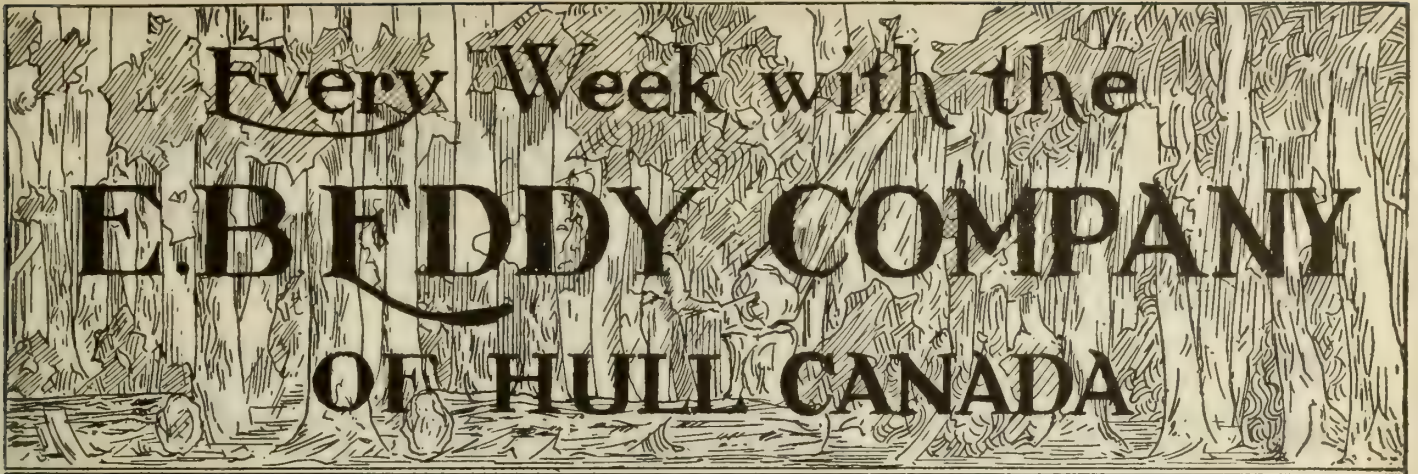
The fact that "Every Grain is Pure Cane" is assurance enough of the continued demand for Royal Acadia Sugar.

A Royal Acadia customer is a satisfied customer always.

Put up in 2 and 5-lb. cartons, 10, 20 and 100-lb. bags, half barrels and barrels.

The Acadia Sugar Refining Co., Limited

HALIFAX, CANADA



Story for Week Dated Nov. 29, 1918.

Being No. 10 in the Series

From the Tree to the Trade---

IS A LONG, LONG TRAIL

The scent of the pine-woods lingers about a box of Eddy Company matches. The picked white pine from which they are made is clean and pure and fragrant. In the form of timber that pine has taken a long time to grow; in the form of logs it has taken a long and turbulent trip from the lumber camp; in the form of matchboards it has gone through many processes, as you know, before it comes to the counter across which you sell it to the customer who brings every Eddy match eventually to the striking point.

To the right is a picture taken many miles away from the great Eddy plant at Hull, but it is a picture of part of the Eddy plant all the same. This is the Du Moines River tumbling down its rapids. There are the dark fringes of the pine trees against the sky. In the river, stranded as you will notice here and there, upon the rocky banks, there are logs sawn to length. They are on their way to the E. B. Eddy plant at Hull to be manufactured into matches and many other articles of merchandise.

Lake Du Moines is some two hundred and twenty-five miles away from the Eddy plant; and it takes the logs a whole year as a rule to negotiate the distance. As you are reading this, the shanty men are busily engaged in cutting logs which will float down the river of the picture to the right in spring, and which will be arriving at their destination in Hull about Christmas, 1919. Once there, they will become matches very quickly as the former stories of this series have indicated, but the logs loiter a lot on their way down river. Look at the picture and you will see them loitering. To see them arrive at the Eddy plant is a very different matter. They have lingered in the shallows, romped down the rapids, and floated like a squadron of long low ships in the deep reaches of the rivers on which they travel. They have been guided here and there, sometimes towed by steamboats, and hurried along at times on their long journey, but at last they are grasped by the eager clutches of the great machines. Their journey is ended. They have left the realm of the Tree, and are on their way to the Trade.



Scene on the Du Moines River, 225 miles from the Eddy plant. Note logs on their way to become matches, illustrating the Eddy Motto:

*"From the Tree
to the Trade"*



Eddy's Silent 5 Matches



Our Business is
TEA AND COFFEE
Exclusively



We can devote our time to the selection of cup quality in these lines.
WE DO IT.



We can study market conditions and purchase at the most favorable time and best prices. **WE DO IT.**



We can give the benefit of this service to our regular customers who rely upon our judgment. **WE DO GIVE IT.**

A line as to your requirements will bring you samples and prices by return mail.

**SATISFACTION
GUARANTEED**

OR

**RETURN AT
OUR EXPENSE**

Kearney Bros., Limited

33 St. Peter Street

MONTREAL

Established 44 Years

MAPLE PRODUCTS

The enormous sales for our products has forced us to withdraw our "**Canada's Best**" **Maple Syrup** from the market. We still have a limited quantity of

MAPLE BUTTER

to offer for 1918 delivery. Buy before it is sold out.

Canada Maple Exchange, Limited, Montreal

License No. 11-499

**When Writing to Advertisers Kindly
Mention this Paper.**

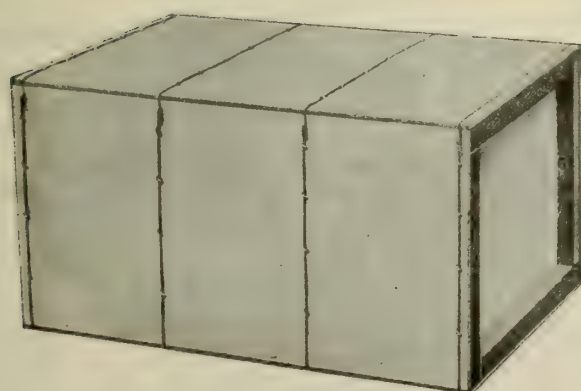
Simplify your Packing Case problems with

4-One Wirebound Boxes

Famous for Economy



VIEW SHOWING BOX IN KNOCK-DOWN



VIEW SHOWING BOX READY FOR SHIPMENT

4-One Wirebound Boxes are the safest and most practical means by which to ship your product.

LIGHT, STRONG and SECURE, they make possible a big saving in Freight Charges. Prevents your goods from being damaged and pilfered while in transit.

Try shipping the 4-One way. Prove how superior they are to other packing cases.

CANADIAN WOOD PRODUCTS
 LIMITED
 TORONTO

DO YOU WANT "BETTER BRUSHES"

THEN WHY NOT BUY THE ONLY BRUSH MADE TO THAT STANDARD?



Brushes built on a quality basis and priced on a quantity output. Made under modern methods, equipment and management in the finest factory in the world devoted to the making of high-grade brushes.

T. S. SIMMS & CO., Ltd., Makers of **"BETTER BRUSHES"**
ST. JOHN (FAIRVILLE), N.B., CANADA

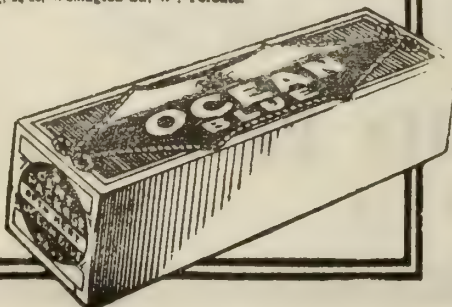
Don't hide the fact that you sell

OCEAN BLUE

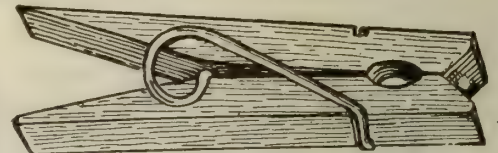
You never know how many sales you may have lost until you keep it prominently placed. Keep good stocks, and

Order from your Wholesaler.

HARGREAVES (CANADA), LTD.,
The Gray Building, 24-26, Wellington St., W., Toronto.



The Megantic Broom Mfg. Co., Ltd.
Manufacturers of Brooms and Clothes Pins



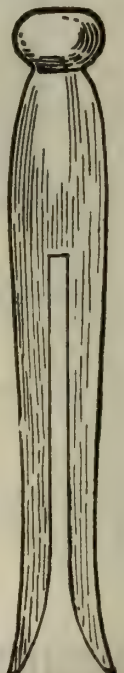
Lake Megantic, Que.

Represented by

Boivin & Grenier, Québec.
Delorme Frère, Montréal.
J. Hunter White, St. John.
N.B.
H. D. Marshall, Ottawa.
Harry Horne Co., Toronto.
Tomlinson & O'Brien, Winnipeg.
Oppenheimer Bros., Vancouver.

These agents have always a stock on hand sufficient to satisfy the demands of clients in their territory.

Satisfaction on these three lines guaranteed.



Mr. Grocer—Do you want the light end of the pull?—Use Walker Bin Equipment. Or do you prefer the hard, heavy end, and work like a horse?—Use your old, antiquated shelves and drawers.

Your Choice—Pay for Equipment or more Clerks!

You can increase your turnover, you can save yourself much time that is now wasted, you can eliminate much useless fuss and worry by installing Walker Bin equipment instead of those lumber shelves and counters that were fit only for the junk heap years ago.

If your business merits your keeping the store door open at all it is surely worth developing. Walker Bin equipment will develop yours as it has developed others. Try it and see.



No. 3 Universal

Three rows of bevel displays in line of vision. The glass in top row 4" x 10"; middle row 6" x 10"; lower 8" x 10", giving assorted displays of small capacity, affording a maximum display with minimum stock.



Rear View of No. 3 Universal

Shows three capacity bins. Lower row about 56-quart capacity. Upper row about 52-quart capacity, with removable division in centre. Small centre bins 10-quart capacity, with removable division. Made in stock lengths 9 ft., 12 ft., 4", 15 ft., 8" (9-ft. length shown). By adding one bin to row on either side of centre unit gives additional 3 ft., 4" counter length.



No. 24 Salesman

Quartered Oak or Mahogany finish, 4 ft., 6 ft., and 8 ft. long. High grade, medium price.

Whatever your problems are—whatever the size of your store we can help you out. Without obligating you in the least we will gladly send you sketches and full particulars.

Write us now while you have it in mind.

The Walker Bin and Store Fixture Co., Ltd.
KITCHENER, ONTARIO

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

The service department of Canadian Grocer will gladly assist manufacturers at home and abroad in making arrangements with the firms in all parts of Canada whose announcements appear on this page.

WESTERN PROVINCES

MANITOBA
SASKATCHEWAN

Wholesale Grocery Commission
Brokers

ALBERTA
WESTERN ONTARIO

H. P. PENNOCK & CO., Ltd.

Head Office: WINNIPEG Manitoba

We solicit correspondence from large and progressive manufacturers wanting active and responsible representation west of the Great Lakes. An efficient selling organization, and an old-established connection with the trade, place us in a position to offer you unexcelled facilities for marketing your products. Write us now.

"Always On The Job"

The H. L. Perry Co., Ltd., 214-216 Princess St., Winnipeg

As your Selling Agents, we can make a big success of your Account.

STORAGE

DISTRIBUTING

FORWARDING

SIX HOUSES IN WESTERN CANADA

W. H. ESCOTT CO., LIMITED
W. H. ESCOTT CO., LIMITED
W. H. ESCOTT CO., LIMITED

Winnipeg, Man.
Saskatoon, Sask.
Regina, Sask.

W. H. ESCOTT CO., LIMITED
W. H. ESCOTT CO., LIMITED, Fort William, Ont.
W. H. ESCOTT CO., LIMITED
Calgary, Alta.
Edmonton, Alta.

WHOLESALE GROCERY BROKERS, MANUFACTURERS AGENTS, IMPORTERS

Consignments Solicited

HEAD OFFICE: 181-183 Bannatyne Ave. East, WINNIPEG

Write Us



Connect with the Western Market Through This House

Here is an organization fully equipped in every way to introduce your product and push it in a way that spells quick, profitable returns. Some of our salesmen do retail selling exclusively.

We are agents for Christie's Biscuits and Robertson's Confectionery.

SCOTT-BATHGATE CO., LTD.

149 Notre Dame Ave. E., WINNIPEG

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

PUGSLEY, DINGMAN CO., LIMITED
JOHN TAYLOR & CO., LIMITED
ETC., ETC., ETC.

We represent some of the best manufacturers,
of whom the above are examples. We will give
your line the same attention.

F. D. COCKBURN CO.
WINNIPEG

G. B. Thompson & Co.

Wholesale Commission Brokers and
Commission Agents

We can handle a few more good lines.
Storage Warehouses and Transfer Track.
149 Notre Dame Ave. E. - WINNIPEG
Established 1898.

D. J. MacLeod & Co.

Manufacturers' Agents
and Grocery Brokers
EDMONTON, ALTA.

Open to negotiate for new lines in Alberta.
Our staff calls on wholesale trade and does
detail work.

A. M. Maclure & Co.

MALTESE CROSS BUILDING
WINNIPEG

IMPORTERS, BROKERS
MAN'F'S. AGENTS
GROCERY, DRUG AND
CONFECTIONERY
SPECIALTIES

C. H. GRANT CO.

Wholesale Commission Brokers and
Manufacturers' Agents

1206 McArthur Bldg., Winnipeg
We have the facilities for giving manu-
facturers first-class service.

Williams Storage Co
WINNIPEG

Lessees
WINNIPEG WAREHOUSING CO.
288 Princess Street

Owners
C. S. TURNER CO.
147 Bannatyne Avenue

Prompt and Efficient SERVICE

Bonded or Free Storage
Track Facilities Steam Heating
WAREHOUSING DISTRIBUTING
STORAGE

WATSON & TRUESDALE

Wholesale Grocery Brokers and Manufacturers' Agents

Have live men doing detail work throughout our territory, Manitoba,
Saskatchewan and Alberta. They get the business, and can get it
for you. Write us, and we will explain our system.

156 LOMBARD STREET - - WINNIPEG, MANITOBA

Trackage
Storage
Distri-
bution

Donald H. Bain Co.

Wholesale Grocery Commission Agents

A sales force of competent men.

Ample capital—and the reliability that goes with it.

A record of results—and the prestige that follows it.

An energetic, result-getting organization—with satisfied clients to
prove it.

Are all at your disposal if WE represent you.

Every branch a business in itself, directed by capable, experienced
managers.

All varieties of Food Products.

If you want results get in touch with us.

Head Office: WINNIPEG

Branches—REGINA, SASKATOON, EDMONTON, CALGARY, VANCOUVER

Canada Food Board License No. 6-450

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

The service department of Canadian Grocer will gladly assist manufacturers at home and abroad in making arrangements with the firms in all parts of Canada whose announcements appear on this page.

ONTARIO

W. G. PATRICK & CO. Limited

Manufacturers' Agents
and Importers

51-53 Wellington St., W. Toronto

MACLURE & LANGLEY Limited

Manufacturers' Agents
Grocers, Confectioners and Drug
Specialists

12 Front Street East Toronto

W. F. ELLIOT

Importer & Manufacturers' Agent
(Cor. Leith and Hardisty Sts.)

FORT WILLIAM, ONT.

Established 1909.

W. G. A. LAMBE & CO.

TORONTO

Established 1885

SUGARS

FRUITS

Coffee, Its History Classification and Description

By Joseph M. Walsh

This is the most exhaustive, interesting and instructive book ever published on Coffee. It is attractively written and richly illustrated, and should be read by all who deal in or use Coffee. The contents include:

Cultivation and Preparation.
Commercial Classification and
Description.
Adulteration and Detection.
Art of Blending, Preparing, etc.

This work, written by one of the greatest authorities in the world upon the subjects of Tea and Coffee, will be mailed to you postpaid on receipt of

\$2.00

It Will Pay You to Send at Once.
MacLean Publishing Co.

Technical Book Department.
143-153 University Avenue, Toronto.

Apples

Let us look after your requirements. We handle the Famous

GEORGIAN BAY

BRAND APPLES

Fine, sound fruit that will be appreciated by every customer.

We invite correspondence.

LEMON BROS.
OWEN SOUND, ONTARIO

To Manufacturers' Agents

Manufacturers are always looking for aggressive brokers to represent them. Keep your name and territory covered to the front, thus impressing them with your aggressiveness. The Manufacturers' Agents' directory is the right place to have your card.

The rates are reasonable. For one inch each week for one year the cost is only \$1.60 per insertion. For two inches for the same time the cost is \$3.20 an issue.

We shall be glad to furnish you with other rates upon application.

Canadian Grocer

143-153 University Ave.
TORONTO

KINDLY MENTION THIS
PAPER WHEN WRITING
ADVERTISERS

"Golden Nut" PEANUT BUTTER

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

The service department of Canadian Grocer will gladly assist manufacturers at home and abroad in making arrangements with the firms in all parts of Canada whose announcements appear on this page.

QUEBEC

ROSE & LAFLAMME
LIMITED
Commission Merchants
Grocers' Specialties
MONTREAL TORONTO
Canadian Food Control License Nos. 6-236/7/8

When answering
Advertisements please mention
Canadian Grocer

JOHN E TURTON

Wholesale Grocery Broker

MONTREAL

H. D. MARSHALL

Wholesale Grocery Broker

OTTAWA MONTREAL HALIFAX

If you have a business to dispose of, or are in need of efficient help, try a Want Ad. in Canadian Grocer, and let it assist you in filling your needs.

J. L. FREEMAN & CO.

Wholesale Grocery Brokers

St. Nicholas Bld. - Montreal

MARITIME PROVINCES

C. B. HART, Reg.
Montreal, P.Q.

Grocery and Chemical Brokers
Commission Agents

Schofield & Beer, St. John, N.B.

Manufacturers Agents

Agents for: Acadia Sugar Refining Co., Ltd., of Halifax, N.S.; W. C. Macdonald, Regd., Montreal, P.Q.; F. W. Berk & Co., London, Eng.; The T. Upton Co., Ltd., Hamilton, Ont.

GAETZ & CO.

MANUFACTURERS' AGENTS AND
GROCERY BROKERS

47-49 Upper Water St., Halifax, N.S.



IT'S THE REAL MACKAY

Are you
selling
MacKay's
Pearl
Barley Flour?

It's the Canadian-made "Barley Food" that everybody is talking about. The ideal, easily-digested food for infants. Invalids, Aged People and Nursing Mothers.

For flavoring soups and gravies it is without any equal whatever. Dr. McGill, the Dominion Chemical Analyst at Ottawa, recommends MacKay's very strongly.

Consumer advertising is boosting the demand. Get your share now. Order from your wholesaler or direct from

John Mackay Co., Limited
BOWMANVILLE, ONT.

Only Exclusive Pot and Pearl Barley Mill in Canada

Yes—
Marsh's
Grape
Juice
is delicious

That's why it
sells and keeps
on selling. Are
you well stock-
ed?

The Marsh Grape
Juice Company

NIAGARA FALLS - ONT.

The MacLaren Imperial
Cheese Co., Limited

Ontario Agents:
ROSE & LAFLAMME



MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

The service department of The Canadian Grocer will gladly assist manufacturers at home and abroad in making arrangements with the firms in all parts of Canada whose announcements appear on this page.

BRITISH COLUMBIA

Squirrel Brand PEANUT BUTTER

C. T. NELSON GROCERY BROKER

105 Hibben-Bone Bldg., Victoria, B.C.
In touch with all British Columbia wholesalers and jobbers, and can place your line to best advantage. Live men calling on retail trade.

Victoria

Vancouver

SAY YOU SAW IT
IN CANADIAN GROCER
WHEN WRITING TO
ADVERTISERS

The Robert Gillespie Co. Importers and Exporters

323 Homer St., Vancouver

Live Salesmen covering Alberta and B.C.

LITTLE BROS. LTD., VANCOUVER, B.C.

Established 15 Years. Live Staff of Salesmen. First-Class Storage and Warehouse Facilities.

We can place one or two good specialty lines on the B.C. market. If you want live representation, write us to-day.

Your Customers Will Like ALBATROSS BRAND PILCHARD

It is a wholesome and delicious Sea Food and with the prevailing big demand for fish dealers will find Albatross Brand Pilchards a quick-mover and a good money-maker, too.

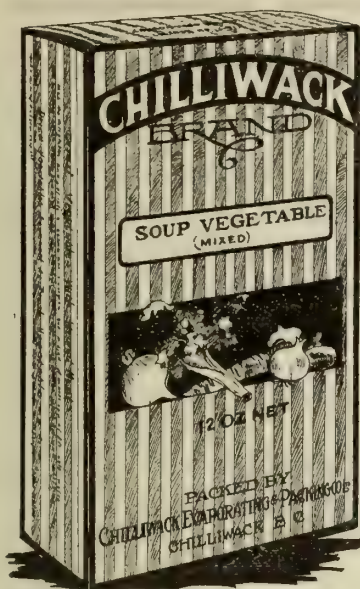
Clayoquot-Sound Canning Co., Ltd.

J. L. BECKWITH, Agent
VICTORIA - B.C.

EL ROI-TAN PERFECT CIGAR

Please Mention this Paper when Writing to Advertisers

When fresh vegetables
are scarce



comes a big call for such a delicious line as Chilliwick Brand Julienne.

Evaporated potatoes, carrots, turnips, onions, peas and beans are scientifically mixed to produce this delightful vegetable soup. It can also be used for boiled vegetable dinners.

Remember — it has the same flavor as fresh picked garden vegetables.

Your jobber will supply you.

**Chilliwick Evaporating
& Packing Company**

415 Dominion Bank Bldg., Vancouver

“PRIMROSE”

PILCHARDS

*Strictly Prime
Quality*

Ocean Caught

Packed Only By Hand

*Rich in flavor and high
in food value*



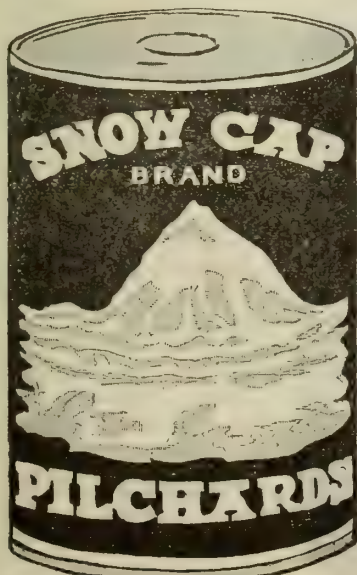
Defiance Packing Co., Ltd.

Head Office: VANCOUVER B.C.

Canneries at West Vancouver and Port
Renfrew, B.C.

Sales Agents: Balfour, Guthrie & Co.
Vancouver, B.C.

**Salmon
Commandeered**



Packed in 1 lb. Talls
and 1-2 lb. Flats
Sold by Your Jobber

**SNOW CAP
BRAND
PILCHARDS**

are more delicious than
SOCKEYE
and are less than half the price.

For Salads and
Sandwiches

*They are More
of a Dainty
Than Tuna
Fish*

**“Snow
Cap”**

is Hand Packed
by

The Nootka Packing Co., Ltd.

NOOTKA, B.C.

**Imperial Rice Milling
Co., Ltd.**

VANCOUVER, B.C.



**We are offering the best value
in Rice on the Canadian
market to-day.**

Canada Food Board License No. 4-517



The Housewife's Favorite!

Always in good demand

CANADIAN HEADQUARTERS
180 St. Paul St. W., Montreal

Canadian Selling Representatives:
Eastern Canada: Wm. H. Dunn, Ltd., Montreal
Ontario: Dunn-Hortop, Ltd., Toronto
Man., Sask., Alta.: Watson & Truesdale, Winnipeg

A Real Treat

For This Week

Fancy Arizona Navels—
first of the season. High-
est grade—look good and
eat better. A trial will
convince you.

Order Quickly.

Full assortment of all
other seasonable goods.

McBRIDE BROS.

35 Church Street, Toronto

Canadian Food Control License No. 3-027 and 3-028

Are You Ready FOR GOOD BUSINESS

BOOK your orders NOW for

White Spruce Butter Tubs

N. B. Egg Carriers

H. D. Egg Crates

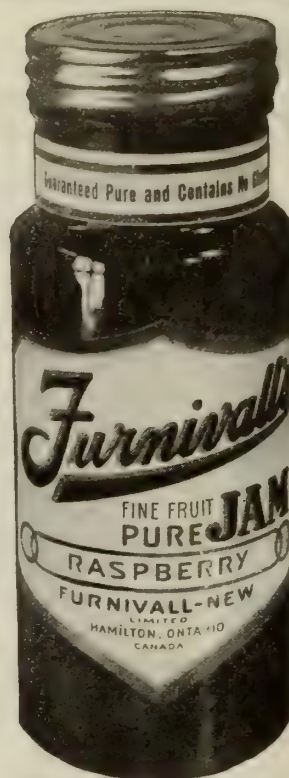
Buggy Egg Crates

Brooms and Brushes

Fruit Jars

Paper and Twines

Walter Woods & Co.
HAMILTON and WINNIPEG



Furnivall's

Our aim has been to
produce a quality of
jams and marmalades
that will make your
customer insist on get-
ting no other but the
kind that is made of
carefully selected sun-
ripened fine fruit and
pure sugar only—Fur-
nivall's.

We have hit the mark.
Your wholesaler will
supply your wants.

FURNIVALL-NEW,
Limited
Hamilton, Canada

Canada Food Board License
No. 14-167

AGENTS:—Ontario—MacLaren Imperial Cheese Co., Ltd., Toronto.
H. J. Sykes, 736 Elgin St., Ottawa, Ont. Montreal—George Hodge
& Sons, Ltd. St. John, N.B.—MacLaren Imperial Cheese Co. Hal-
ifax, N.S.—MacLaren Imperial Cheese Co. Sydney, N.S.—A. E.
Sheppard. Hamilton—R. M. Griffith. Calgary, Alta.—MacLaren
Imperial Cheese Co., Ltd. Edmonton, Alta.—MacLaren Imperial
Cheese Co., Ltd. Saskatoon—The H. L. Perry Co., Ltd. Manitoba
—The H. L. Perry Co., Ltd., Winnipeg.

Delicious Wholesome Lines
that your customers will buy regularly

“SUMORE”
Salted Peanuts
Almonds and Filberts

Your customers will have an entirely
new idea of how good Salted Nuts
can really be when they get acquainted
with the quality of “Sumore.”

“Sumore” Salted Nuts are Toasted

Get a trial order to-day.---Eat a few
yourself and grow enthusiastic.

Montreal Nut and Brokerage Co.
MONTREAL

Sole Selling Agents: Loggie, Sons & Co., 32 Front St. W., Toronto

The Value of the Business Press to Business Men

"Business men do not realize the value which trade journals and technical magazines may have for them in increasing the efficiency of their factories and in giving them a broad and comprehensive view of their business.

"Our foreign competitors read almost every article published upon their business with great care and thoroughness. Many of them have duplicate copies of their favorite trade paper sent to their homes so that they may read them away from the business without being disturbed. Many foreign manufacturers contribute articles to these journals on phases of the business with which they are most familiar. Such articles are bound to be helpful and have a constructive effect.

"Our trade journals and technical papers are the best in the world, and they should be supported and encouraged by our business men.

"Copies should be placed where employees can see them and they should be urged to read and study them.

"These papers are preaching the gospel of sound business on practical lines and are helpful not only to business but to the country as a whole.

"If the suggestions made by them in the past had been followed by our business men it would not be necessary at this time to point out some of the fundamental weaknesses in American business."

—Edward N. Hurley, formerly Chairman of the Federal Trade Commission, in "The Awakening of Business."

The following is list of the MacLean publications. Every publication is a leader in its field. Write us for any information you may desire with regard to the field covered, advertising rates, etc.

TRADE NEWSPAPERS

Hardware and Metal
Men's Wear Review

Canadian Grocer
Bookseller and Stationer

Dry Goods Review
Sanitary Engineer

TECHNICAL PAPERS

Canadian Machinery
Power House

Canadian Foundryman
Printer and Publisher

Marine Engineering

MAGAZINES

MACLEAN'S MAGAZINE

FARMERS' MAGAZINE

Financial Post—Weekly Commercial Newspaper

The MacLean Publishing Company, Limited

153 University Avenue, Toronto

Southam Bldg., 128 Bleury Street, Montreal

1207 Union Trust Bldg., Winnipeg, Man.

THE NEW WAXED BOARD CARTON

in which Red Rose Tea is now packed has met with the approval of the trade. Grocers agree that it is an improvement over our former lead package.

The waxed board carton is neater, stronger, completely air-tight and odor-proof.

It fully preserves the splendid quality and freshness of the tea inside.

T. H. Estabrooks Co., Limited

St. John Toronto Winnipeg Calgary

Canada Food Board License No. 6-276



It Works in the Bowl and the Oven

The expert baker knows the value of a thoroughly efficient Baking Powder, that is why we have no hesitation in recommending Egg-O Baking Powder for all the requirements of an expert baker. It will satisfy his demands as it satisfies the demands of most of the big bakers in Canada.

Sold in 60-pound tins—crated in pairs.



The expert baker also knows the value of a double-acting powder. He can make his batch and leave it until the oven is right. And the pastry and cake will yet be thoroughly leavened, even if it has to stand for several hours.

That is the test Egg-O BAKER'S Special has stood.

Western and Central Ontario:

Thomas McMahon, Limited

173 Sheridan Ave., Toronto

Egg-O Baking Powder Co.

Limited

Hamilton, - Canada

Eastern Ontario:

W. G. Craig & Co., Kingston

Eastern Distributor:

W. P. Downey, Montreal

Housewives know
and approve of
KEEN'S
—the Blue of Blues

Be one of these Grocers who feature and recommend Keen's constantly.

You don't have to waste a moment creating the demand for Keen's Oxford Blue. The demand is already created—just waiting for you to show your stock of Keen's Oxford Blue on your counter or in your windows.

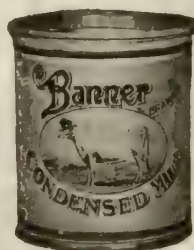
A counter display card like the one illustrated will be sent you on request to help keep your stock moving.



Magor, Son & Co., Ltd.

191 St. Paul Street, W., Montreal 30 Church St., Toronto

One of these good looking display cards will keep your stock of Keen's moving.



Three Sure Customer Pleasers—

Sell these three All-Canadian Milk Products that are equal in every way to the imported brands.

Your customers will find in them that superiority of taste and flavor that they so much appreciate.

Malcolm Milk Products always repeat.

The Malcolm Condensing Co., Limited

ST. GEORGE, ONTARIO

The All-Canadian Condensed Milk Company

CANADIAN GROCER

Vol. XXXII.

TORONTO, NOVEMBER 29, 1918

No. 48

No Likelihood of Soap Declines

World Shortage of Fats a Large Factor in the Situation—Sharp Decline of Glycerine Imposes a Burden That Must be Borne by Soap Products—Transportation a Contributing Factor—No Time For Speculating

Based on information supplied by J. E. GANONG, Manager of Lever Bros., Toronto

WITH the cessation of hostilities there are people who imagine that the prices of commodities will inevitably experience a spectacular decline. They have grown accustomed to hearing that ever-advancing prices of the past were due to war conditions, and they reason that now the war is practically over, that all this is changed and there will be an immediate return to normal conditions. In former articles it has been shown that such a course of events could not be expected in such commodities as coffee, tea and sugar. The same may be said of the many varieties and qualities of soap. Conditions that have resulted in the steady advance of prices were certainly due to war conditions, the conditions that resulted in an unprecedented demand on all manner of fats, and that created an almost fabulous demand for glycerine to feed the high explosive plants.

Glycerine Prices Keep Soap Down

During the course of the war steady advance in the price of fats and tallow was in a measure mitigated by the abnormal prices paid for glycerine. Had this not been the case soap would probably have reached undreamed of heights. The reason for this is simple enough. Glycerine is one of the important by-products of soap manufacture, and it has been this product that has been keeping the price of soap within reasonable bounds. Glycerine, owing to its extensive use in the manufacture of high explosives, doubled and tripled in value, and this profit was used to offset the ever increasing cost of soap making fats. That is, the soap making fats were valued at the market valuation less the value of the glycerine that could be derived from them. In this way the actual costs of materials charged against the soap was in a measure met. On the other hand Canada was unable to produce the amount of fat required and other producing markets had to be found. The price of fats rose from 6 to 7 cents a pound to undreamed of figures, even ordinary soap-making fats selling at 8 to 9 cents, while millions of pounds of fats had to be imported, and this had to

pay the 7½ per cent. duty, while prior to the war there was no such charge. The imported stock came mostly from Australia and New Zealand, owing to an American embargo on fats, and consequently had to pay the heavy freight and insurance rate.

Caustic soda, an important component of laundry soaps advanced from a pre-war average of \$6 to \$7 per round barrel of 280 pounds, to \$18. In addition there was the enormously increased cost of boxes and labor, and a 43 per cent. increase in freight rates on inward and outward freight, both of which charges were paid by the manufacturer.

How Changed Conditions Offset Situation

These were the conditions that induced the high prices of soap during the past few years. What changes are naturally to be expected in these conditions now that the war is virtually over?

First of all, there is a world demand for fats. Germany and Austria need them more desperately than we, and eventually they will be in the market to buy, and will be supplied if any stable financial arrangements can be made. Canada is still millions of pounds behind the actual demand, and the embargo in the United States is still in force. It is necessary therefore still to import from Australia and New Zealand. It is true that in Africa and Asia, fats have been at a discount during the past years, owing to the inability to move them to eager markets, but this fact, unless these supplies are abnormally large and abnormally low priced, will hardly be a factor. Even the release of shipping to move these supplies would hardly affect this situation. These stocks are only low priced because they lacked a market. Once let the market seem likely and they will advance in line with other producing markets. This is evidenced by the fact that the impression that easier shipping conditions would exist as a result of the armistice, has resulted in advances on these markets. It is evident therefore that there can be little hope of any marked decline

in the very near future. Eventually when shipping conditions revert to something more nearly normal, and when world supplies may be brought at normal charges to meet the world's needs, then marked declines are to be expected, but that happy condition is yet a far cry. At present there is practically no change in the freight rate, and the decrease in marine insurance is only a small item.

How Decline in Glycerine Prices Advances Cost of Soap

Then too there arises another factor brought about by the very cessation of hostilities that some people expected to so miraculously affect prices. Governments and ammunition plants are no longer in the market for glycerine. The immense wastage of high explosives is a thing of the past, and with its passing the bottom has dropped out of the glycerine market. It is shooting back to its original pre-war value, with next to no market offering. The result is that this by-product that played such a marked part in moderating soap prices has ceased to be a factor. To take a specific example: Supposing fats to be worth 14 cents a pound, and say glycerine is at 6 cents, then under the practice of deducting the glycerine value from the fats and charging against the soap, only the actual soap content, the cost of the fats would be 8 cents a pound instead of 14 cents. On the other hand if glycerine is only worth 2 cents, the remaining cost of the fats would be 12 cents. These figures are not intended to be exact, but only to illustrate the marked way in which the decline in the price of glycerine is bound to offset any possible decline in other products. As a matter of fact no declines have been registered as yet, and none are immediately anticipated. Tallow and fats and caustic are all maintaining their war-time prices.

Toilet Soap Fats in Great Demand

Taking the case of toilet soaps, the conditions are little different. In this case the fats used are largely edible, and edible fats are, and must, of necessity, continue to be in increased demand.

The world's consumption of edible fats has been cut to the minimum. In some of the European countries it has been cut so low that it has resulted in serious impairment of health. The world needs and demands these fats for food, and of necessity this demand must bespeak constant, if not higher prices. The essential oils and perfumes used in these soaps show no indication of any immediate decline.

No Time for Speculation

As far as soaps are concerned, it is a fairly sage judgment that they will go higher before they go lower. Even the advance reported this week is not expected to be the high figure. Despite this fact, it is not a time to speculate.

Storekeeper May Not Manufacture Cider Vinegar

Under the Ontario Temperance Act Such Manufacture is Illegal, While There Are Dominion Statutes That Also Bear on the Matter

“WHAT are the regulations for the manufacture of cider for vinegar? Can I store cider for the making of vinegar by the old evaporation process? For many years past I have done this, taking apples from the farmers and manufacturing vinegar for them and buying the surplus and manufacturing vinegar for sale.”

Such was the enquiry received by CANADIAN GROCER recently. As this was a problem that might well be facing many merchants, the results of the investigations are given herewith.

In response to CANADIAN GROCER'S enquiry, the Hon. W. D. McPherson, provincial secretary, replies in a personal letter as follows:

1. “Cider is a ‘liquor’ within the definition in the act, if it contains more than 2½ per cent. proof spirits, and if it is found anywhere outside of a private house, the person who had it would be guilty of an offence under section 41 of the Ontario Temperance Act. It would be no answer to say that it was being converted into vinegar.

2. It might be held to be an offence under the order-in-council passed at Ottawa on the 11th of March last.

3. Vinegar containing six per centum of acetic acid, is liable to four cents per gallon excise duty under Sec. 252 of the Inland Revenue Act of Canada, and should be manufactured in bond. Whether or not the vinegar referred to be of this class, it is clear that keeping drinkable cider with more than 2½ per cent. proof spirits, in a place other than a private house, would be an offence under the Ontario Act, and the person doing so would be taking a risk.”

This is a very clear and emphatic reply to the enquiry given above. It is an emphatic statement that the merchant cannot manufacture vinegar by the process referred to, without putting himself in danger of the law. The eva-

There are adequate supplies of soap available, and adequate supplies of raw materials in the makers' hands. There is not, as was the case some time ago an actual danger of scarcity. Eventually soaps are going to decline. The speculator might make money for a short time, but the days of speculative buying in soap are over—lower prices must eventually come. Conditions as they exist at present will unquestionably protect the merchant who buys reasonably for his every day needs, and will unquestionably show him a good profit. To buy only stocks that he can liquidate within a reasonable length of time, is the only wise course in dealing in soaps at present.

poration process would generate a higher percentage of alcohol than the 2½ per cent. of proof spirits permitted, which is only 1½ per cent. of alcohol.

BIG PURCHASE OF U. S. SALMON

More than \$7,000,000 worth of American salmon has just been purchased by the Army Subsistence Division. Pending determination of fair prices to be paid, the Government has advanced \$7.75 per case for red salmon and \$6 per case for pink salmon. Final prices to be paid will be based upon costs of the respective packers as determined by the Federal Trade Commission.

RECORD CUBAN SUGAR CROP

Correspondents of the American Sugar Refining Co. cable that compiled reports for October 19 show the run just ending to have been the greatest crop ever produced in Cuba. The total production is announced by Messrs. Guma-Mejer as 3,446,083 tons or 422,363 tons greater than the last crop of 3,023,720 tons. The 3,000,000 ton point at which the crop stayed for several years has thus been passed by a good margin. The crop is 143,346 tons below the estimate of 3,589,429 tons made last December. The receipts to date total 3,321,478 tons, leaving 124,605 tons of the crop still unaccounted for.

SACCHARIN NOT A FOOD SAYS U.S. FOOD BOARD

In response to inquiries concerning reports that it has urged the use of saccharin in place of sugar, the United States Food Administration announces that it always has taken the position that saccharin is not a food in any sense.

The use or sale of saccharin as a sugar substitute in foods is illegal for all in-

terstate purposes under the rulings of the Bureau of Chemistry of the Department of Agriculture and under the laws of some of the States, it was further stated.

CANNERS' CONVENTION JANUARY 20

It has been decided to change the original date of the annual convention of the National Canners' Association from the week of February 11, 1919, to the week of January 20, 1919. The Hotel La Salle will be headquarters this year. This earlier holding of the convention will permit more time after it, and before contracting time for acreage, and it is thought will help matters in many ways.

EMBARGO FREIGHT MOVEMENT RAISED

The Secretary of the Railway Board of National Defence has announced that the embargo on the transportation of goods travelling east between Toronto and the Maritime provinces has been raised.

For some weeks merchandise shipped to eastern points had been tied up in and near Toronto as a result of an embargo which it was necessary to enforce, owing to the disorganization of transportation facilities brought about by many causes, the principal one being the epidemic of influenza which swept the country.

COST OF LIVING STILL ADVANCING

During October, the last full month of the war period, the cost of living in Canada was still ascending, according to figures compiled by the Department of Labor.

This statement applies both to the index number of wholesale prices, which rose approximately four points as compared with September, and the weekly budget of staple foods. This budget averaged \$13.54 in some sixty cities, as compared with \$13.31 in September, and \$11.81 in October, 1917.

The retail price of meats was slightly lower than in September, but eggs, milk, and butter were higher.

AN UNPREJUDICED JUDGMENT

A Yorkshire farmer who had been on a jury quite a number of times was asked who influenced him most, the lawyers, the witnesses, or the judge. This was his reply: “I’ll tell you, sir, ‘ow I makes up my mind. I’m a plain man, and a reasonin’ man, and I aint influenced by anything the lawyers say, nor by what the witnesses say; no, nor by what the judge says. I just looks at the man in the dock and I says, ‘If he ain’t done nothin’, whv’s he there?’ and I brings ‘em all in guilty.”

MAY STORE VEGETABLES AND APPLES

The Canada Food Board has no intention of interfering with dealers who legitimately store potatoes, apples, and vegetables for the requirements of their trade.

Salmon Decision December 10

Conference at Ottawa Then Will Decide Whether Canada Will Get Any Sockeye and the Price—Trade Must Wait Till Then For Definite Information

THE British Columbia salmon tangle is not yet straightened out. There is scarcely any possibility that it will be settled before at least December 10. A member of the War Purchasing Board at Ottawa is now in Vancouver discussing the matter with the salmon canners and he will be back in Ottawa with a deputation from the canners on or about December 10 when the War Purchasing Board, the Food Control Board and the canners will come to some definite agreement in regard to price, and as to whether Canada will get any of the sockeye salmon for her own consumption.

In the meantime the salmon packers, brokers and wholesale grocers are in a quandary as to their salmon trade. The whole matter has been badly bungled in some way. It is difficult to say just who is responsible, but it evidently rests with some department of the Government.

Six days before the embargo was placed on the distribution of Sockeye salmon in Canada, a wire was received at Vancouver from the Food Board to the effect that the Government did not intend taking over any salmon, that they did not take any over last year and did not expect to this year.

Cars Were Already Loaded

The packers immediately got busy to ship and cars were already loaded when the instructions came that prevented sale in Canada. The wholesale grocers had bought their supplies and the salmon really belonged to them. Nevertheless, none of the packers were allowed to ship. Wholesale grocers had, of course, been selling to their retail customers and with the placing of the embargo all this was upset.

Prominent men in the trade consider the proper course for the Food Board to have followed would have been to consult the wholesale grocers who had purchased the salmon and to suggest that they deliver 50%, say, to the Government for Great Britain. The wholesalers would, no doubt, have been glad to do this.

Brands Suffer Loss of Prestige

A peculiar part of the whole proceedings is that Great Britain always purchased a lot of Pinks and Cohoes and that Sockeye salmon always has been a wide seller on the Canadian market. Salmon interests maintain that the Canadian people were entitled to consideration and that the salmon packers also should have been considered in so far as distribution of their best brands were concerned. Some of them have spent years in making their brands better known to the trade here, but with the commandeering of the entire Sockeye pack they are prevented from selling

them this year on the Canadian market. They also maintain that the Food Board was unfair in placing firms who sold on this market on the same basis as those who in the past have always gone after export trade and who never tried to build

up a domestic trade. These have been permitted to come in on the same basis as packers who have had their brands on this market for many years.

As stated above, however, the matter will not be definitely decided until Dec. 10. The entire trade—packers, wholesalers and retailers — anxiously await that decision. It may be that some of the Sockeye pack may be available for this market. There are many who think it will, but just what will be done eventually by the Ottawa parties interested remains to be seen.

Main—7th Avenue

Family Grocery

CANADA FOOD BOARD LICENSE No. 8—3847.

Phone M911 — Service from 8 a.m.

Intelligent Food Conservation

Not how little we eat, generally, but how little of certain things such as bread, pork and bacon and such. Again comes the warning: "False economy is the father of failure."

The government does not ask that you stint yourself on eatables. It does ask that you conserve on certain items that such may be made available for exportation to our soldiers and allies.

This list is a real War Food bulletin!

Save The Sugar

USE MORE—

Crown Syrup, convenient large sealers.....	45c
Rogers' Syrup, lever top, No. 2 tins.....	25c
Lily White, extra fine quality, No. 5 tins.....	65c
Maple Syrup, Small's, half gallon.....	\$1.55. ¼ gallon.....
Pure Honey, Airline, No. 2½ tins.....	\$1.05

Save The Flour

USE MORE—

Corn Meal, finest yellow, 24-lb sack.....	\$1.75. No. 10 sacks.....
Rye Flour, makes excellent bread; No. 10 sacks.....	75c
Rice Flour, splendid for cake baking, 3 lbs.....	40c
Barley Flour, splendid wheat saver; 5 lbs.....	45c
Corn Flour, great American substitute; 5 lbs.....	45c

Save The Meats

USE MORE—

Canned Fish, Fresh Herring, No. 1 flat cans.....	23c
California Sardines, in tomato sauce, large ovals.....	29c
Chicken Haddies, finest fish packed, No. 1 tins.....	27c
Fish Fillets, golden, No. 1 tin.....	28c. No. ½ tins.....
Canadian Herring, Conner's fancy pack; oval tins.....	23c

Save The Fats

USE MORE—

Crisco, the vegetable shortening, No. 3 tins.....	98c. No. 1 tins.....
Salad Oil, Durand's, half gallon tins.....	\$1.45. Large bottle.....
Gifco, a Western Canada product, No. 1 bricks.....	33c
Reliance Shortening, excellent for cooking, No. 3 tins.....	85c
Peanut Butter, Squirrel, No. 5 tins.....	\$1.55
No. 1 tin.....	35c

Eat More Cereals

Porridge Oats, Robin Hood, in large airtight cartons that preserve the goodness.....	29c
Corn Flakes, Kellogg's Dominion brand, 2 pkgs.....	25c
Post Toasties, a delicious cereal, 2 pkgs.....	25c
Ground Rice, the best children's food, 4-lb. sacks.....	55c
New Breakfast Food, Good Health Combination, pkg.....	25c

An effective advertisement used by the Hudson Bay Co., Calgary, to foster the conservation campaign, by emphasizing the substitutes that are available. This advertisement was a part of the full page display advertising of the company.

U.S. Food Board Sets Price Margins

Profits Somewhat More Liberal—Non-delivery Stores May Not Make Same Margins as Delivery Stores—No Changes in Pre-war Cash Discount Terms Permitted

SOME time ago the United States Food Control department settled a series of fixed price margins for certain staple food products. Lately owing to the advancing cost of doing business, a revision of these margins has been announced.

These new maximum margins on sales by retailers to consumers go into effect at once. They are printed complete in another column, and the Food Administration announces that a gross margin above delivered cost, in excess of those indicated in the table, will be regarded as prima facie evidence of the violation of the statute and of the regulations.

Under this new ruling certain commodities are placed on a percentage basis, and in such instances the percentages may be calculated on the selling price. This, too, is a victory for the retailer and a further demonstration of the fact that the Food Administration

is making its rulings upon a sound financial basis.

The lesser margin indicated is not a minimum margin, but is a maximum margin for those whose cost of doing business is less, such as stores which do not perform the services of credit and delivery. Any change from the pre-war practice in cash discount terms or other changes which tend to or result in increasing the margin of profit allowed will be dealt with as an unfair practice.

The retailer may have the benefit of fractional costs on each transaction; that is, he may calculate the total charge to a customer on any transaction as if fractional costs were not allowed, and if the result is a fraction, he may add thereto such fraction of a cent as may be necessary to make a price in even cents.

NEW MAXIMUM MARGINS FIXED BY U. S. ON SALES FROM RETAILER TO CONSUMER

Victory Flour, original mill pkgs., ½ bbl. quantities and more, per bbl.	\$1.00 to	\$1.20
Victory Flour, original mill pkgs., ¼ bbl. quantities and less, per bbl.	1.35 to	1.60
Victory Flour, broken mill pkgs., per lb.		.01½
Wheat Flour, original mill pkgs., ½ bbl. quantities and more, per bbl.	1.00 to	1.20
Wheat Flour, original mill pkgs., ¼ bbl. quantities and less, per bbl.	1.35 to	1.60
Wheat Flour, broken mill pkgs., per lb.		.01½
Barley Flour, original mill pkgs.	18 to	22%
Barley Flour, broken mill pkgs., per lb.		.01½
Rye Flour, original mill pkgs.	18 to	22%
Rye Flour, broken mill pkgs., per lb.		.01½
Corn Flour, original mill pkgs.	18 to	22%
Corn Flour, broken mill pkgs., per lb.		.01½
Rice Flour	18 to	22%
Corn Meal, bulk, per lb.		.01½
Corn Meal, original mill pkgs.	18 to	22%
Hominy	18 to	22%
Sugar, all kinds in bulk, per lb.		.01½
Sugar, all kinds in refiners' original pkgs., per lb.		.01
Evaporated Milk, unsweetened	18 to	22%
Oat Meal and Rolled Oats, bulk, per lb.		.01½
Oat Meal and Rolled Oats, original mill pkgs., on S. P.	20 to	25%
Rice, on S. P.	20 to	25%
Beans, white or colored, on S. P.	20 to	25%
Starch, edible, on S. P.	20 to	25%
Corn Syrup, tins, on S. P.	20 to	25%
Canned Corn, Peas and Tomatoes, standard grades, on S. P.	25 to	30%
Canned Salmon Chunks, pink and red, on S. P.	25 to	30%
Canned Sardines, domestic, on S. P.	25 to	30%
Dried Fruit, Raisins, Prunes and Peaches, on S. P.	25 to	30%
Lard, pure leaf, bulk, per lb.	5 to	6c
Lard, pure leaf, tins	18 to	22%
Lard, substitutes, bulk, per lb.	5 to	6c
Lard, substitutes, tins	18 to	22%
Breakfast Bacon, whole pieces, per lb.	6 to	7c
Heavy Bacon, whole pieces, per lb.	5 to	6c
Hams, smoked whole, per lb.	6 to	7c

In quoting sliced ham and bacon, add usual differential to cover actual shrinkage.
"Original Mill Packages" as used above means where retailer sells product in the same mill container as received by him.

"Broken Mill Packages" means when retailer removes contents from original mill packages and sells in smaller quantities.

By other special regulations the retailers' maximum margins have also been fixed in accordance with the following list:

Potatoes, white or Irish	25 to	30%
Onions	25 to	30%
Eggs (whether sold in carton or not), per doz.	7 to	8c
Butter, per lb.	6 to	7c
Butter substitutes, Oleomargarine, Nutmargarine, etc., per lb.	5 to	6c
Cheese, American, Cheddars, Twins, Flats, Daisies, Long Horns and Y. A.'s, per lb.	7 to	8c

WHY SHOULD THE GROCER WAIT?

The retail grocer is up against conditions that are not very desirable, and the outlook is about as encouraging as the Kaiser's. The retail grocer gives credit to Tom, Dick and Harry, and every sane grocer knows that one bad customer spoils the good ones as far as profits are concerned. Mrs. Jones comes in and wants to open an account, the grocer thinks he'll take a chance, and well \$25 more to hand the collector.

The public have to pay cash for boots, clothes, coal, and nearly everything else; when they get through buying they go to the grocer; perhaps Mrs. Smith owes \$38. She is sorry but she had to buy coal or meet an insurance premium, and well, please give me credit for \$10, and can you send the order this morning? Thanks. These are only some of the heartbreaks. Hello Mrs. Brown, the grocer is speaking, can you let me have your account this week, we are 'hard run? Sorry Mr. Grocer, I bought Bonds to-day, I will try and give you something the first of next month. Send me over 1 lb. butter, two dozen of eggs, 5 lb. sugar, etc. The grocer is up against it. Again, the meat men tell him their terms are 7 days, and other manufacturers shorten their time. Then again freights are days behind, and before he opens up his shipments the messenger of the bank comes in with the draft, so the grocer actually has to pay cash, and give credit for 10, 30, or 60 days, and any old time.

There is a feeling all over Canada amongst retail grocers that they are the most abused class on earth and that credits must cease and cash reign. Cash is king, God save the king. If 10 per cent. of the leading grocers in any city or town would come out boldly for cash, I feel sure the lesser lights would fall into line quickly, and it would be a good thing for both consumer and grocer. Oh, what peace! There would be less anxious looks, less bald heads, and more smiling faces. Who will be a Daniel?

KEEP ON EATING FISH!

The signing of the armistice does not mean the end of the war. It is but the preliminary of the hardest phase of the world struggle—the reconstruction period. Patriotic Canadians will not slacken a whit on their policy of self-denial. In the line of food, their sacrifices must increase rather than decrease. The men abroad and the civilian populations must be fed until reconstruction abroad has reached the point where the people of Europe can care for themselves. For food for the long, hard winter now beginning, they look to America. Hence, it is up to every real Canadian to save every possible pound of food suitable for export.

This means, if you have been eating meat six times a week, it is your duty to replace it by fish at least three times a week. Nor is this a sacrifice. It will benefit your health and have a surprisingly good effect on your pocket-book.

Will Export Trade Absorb Potatoes

Potato Crop Large This Year, and Prices Likely to be Moderate—Surplus Here, but Shortage in United States—Possibilities of Export Dependent on Shipping—Present Demand Light—Evaporation Active but Plants Few

CANADA'S potato production this year is unusually good, only one province falling far below average production, while others have more than made up for this decline. In a broad way, Manitoba had a record yield, the returns being over double that of normal season. Then British Columbia had a good yield. Alberta supplies are light and in parts of Saskatchewan similar conditions prevail, and Manitoba potatoes are finding a ready market in these provinces. Ontario and Quebec, Prince Edward Island and New Brunswick have all made good returns. In a general way it is stated that there are more supplies in hand than will be required by the Canadian trade itself. If the keeping qualities are good, and there is reason to anticipate that they are, there ought to be no anxiety for the coming needs of winter and spring.

United States Short

It is interesting to note that the yields in part of the United States are below normal. In some parts the crop was small. Taking this over the country, the shortage of the whole Union is placed at over 60,000 bushels.

Of course, a great deal of the New Brunswick production goes into the New England States every year. And if reports are dependable, this territory is where part of the present shortage exists. It is to be expected that the shipments to the districts nearby will eclipse past records, the New Brunswick product being a favorite in the Boston and New York markets always. Therefore, it is a certainty that supplies will be sent forward to the United States in large volume, and especially so in view of the recent abolition of duty.

What of Prices?

Of late, declines have been registered on many markets. There are reasons for this which cannot be overlooked. Some markets have been over supplied. The reason for this came from a general production through the evaporation of the war garden. Thousands of people have grown enough of this essential vegetable in the "back yard" to carry them through the winter. With such a general production, even though the individual amounts are small, the bulk reaches a total that makes it by no means a negligible factor.

In some towns and cities the sales that generally materialize in the late fall have not been made this year, and will not be made at all. Therefore, prices have declined and the present movement is not heavy, is indeed below the normal for this time of year. In

the matter of prices opinions differ some, handlers believing that there will be no reduction to speak of, if any, from the present levels, while others believe that lower levels will yet be reached. Time alone will tell. In any case, it is admitted that householders are not storing this year as they did last; they rather prefer to buy from hand to mouth, and this, it was thought, would continue.

The United States prices at this writing are about 20 to 30c per bag lower than those obtaining in Canada for the same sized bag—90 pounds—or on the same basis in any case. Whether they will decline to this basis in Canada remains to be seen. It is apparent, in any case, that Canada will have all the potatoes she requires at a fair price—lower than those of last year.

It is not generally believed that there will be any tendency to export potatoes to Europe. They would be a difficult

crop to handle, and with the scarcity of shipping space and the high freight rates, any effort of this kind would hardly be either a possible or a profitable venture. Then, too, the Irish potato crop is unusually heavy and is sufficient to meet almost any demand made upon it.

What of Evaporated?

It is, of course, possible, and even probable, that some potatoes will find their way overseas in evaporation form. If so shipped, the cargo space occupied would be very much less for a given quantity of potatoes than when they are carried in green form, and would consequently eliminate the argument against bulk shipments. This could not, however, in any case be a very large factor, as the potato evaporating industry has not been largely developed in Canada. It is evident, therefore, that Canada must herself be the great consumer of this crop.

Store Windows May be Lighted in Hydro Regions

Merchants Are Permitted to Use Lights in Their Windows Till Further Notice—No Assurance That This Will be Permitted After Xmas Season

THE restrictions on the use of Hydro - Electric Power in the lighting of store windows that has been such a serious handicap to merchants in Ontario and other sections of the country has been removed for the Christmas season at least, though there are some restrictions still in force.

The regulation forbidding the use of any lights in store windows, or the use of any lights that could illuminate the window, has been a very serious detriment to the trade. It has taken away from the merchant one of the best selling devices, and in outlying sections of towns and cities where the merchants depend largely on the evening business it has been a very grave factor indeed.

Strong representations have been made to the Hydro-Electric Commission pointing out that there has been a considerable change in the urgency of the need for power, and that the maintenance of this embargo during the Christmas season would work a great hardship to all merchants. As a result of these representations an order has been issued partly removing the restrictions on store window lighting, at least during the Christmas season. Toronto and Hamilton have been most active in their appeal to the Controller, and it is to the Hydro-Electric Commissions of these

places that instructions have been sent, permitting them to insert advertisements in the newspapers announcing the removal of the restrictions.

While partly lifting the restrictive order, the Power Controller requests that the utmost conservation in the use of electricity be practised. He asks that no more power be consumed in lighting the windows than was used during the months the prohibitory order was in force, pointing out that the manufacture of munitions is still going on, and will be for some time to come.

NEW TYPE OF FRUIT

A new type of fruit, which has been named the tangelo, has been produced by the United States Bureau of Plant Industry through a cross between the tangerine orange and the grapefruit, or pomelo. As a class the tangelos resemble round oranges more than either of their parents and are exceedingly variable. Two well recognized varieties have been thoroughly tested and have been distributed to co-operators for further trial. The tangelo has little acidity and resembles a tender and good flavored orange more than a grapefruit or tangerine.

EXPORT OF CANNED EDIBLES FROM U.S. PERMITTED

THE U.S. War Trade Board announces, in a new ruling, after consultation with the United States Food Administration, that they will now consider applications for licenses to export canned vegetables and dried fruits, with the exception of dried apples, dried peaches, and dried prunes, to all countries except the United Kingdom, France, Italy, and Belgium proper and the central powers.

Purchase of the above-named commodities for shipment to the United Kingdom, France, Italy, and Belgium proper will continue, as heretofore, to be made by the allied provisions export commission acting on behalf of the governments of these countries.

Applications for licenses to export these commodities must be in accordance with the rules and regulations of the War Trade Board. Exporters who in the past have been refused licenses may now submit new applications.

CANADA'S POTATO SURPLUS REACH RECORD FIGURES

A REVISED estimate of the Canadian potato crop from figures in possession of the Canada Food Board shows an exportable surplus in six provinces of 28,433,000 bushels over all requirements for domestic use and seeding. Alberta, Saskatchewan and Ontario have no surplus. Early frosts and prolonged drought reduced the yield below normal in those provinces. On the contrary, Quebec, New Brunswick and Manitoba show a remarkable surplus of 24,500,000 bushels. The balance of 3,933,000 bushels is in Prince Edward Island, Nova Scotia and British Columbia.

APPROVES PURCHASE OF 600,000 TONS FLOUR

AN Order-in-Council has been passed authorizing the Board of Grain Supervisors to approve of the purchase of 600,000 tons of Canadian flour by the Wheat Export Co., Ltd., during the cereal year. The Royal Commission on Wheat Supplies suggested that this should be the maximum purchased. The order provides for the sale by the Board of this quantity, without in any way assenting that it shall be the maximum purchased.

WHY ORANGES WERE HIGH, ONLY 38% PRODUCTION

CITRUS shipments from California during the year ending August 31, 1918, totaled 25,233 carloads, according to the annual report of E. G. Dezell, acting general manager of the California Fruit Growers' Exchange. There were 19,456 carloads of oranges and grapefruit and 5,777 carloads of lemons. Compared with previous years the figures show a 20 per cent. navel crop, a 47 per cent. Valencia crop, a 71 per cent. lemon crop and a 70 per cent. crop of miscellaneous varieties. For the crop year the total shipments of all varieties for

1917-18 will be about 38 per cent. of the previous year.

The light yield was due to an unprecedented period of hot weather that destroyed much of the young fruit in June of 1917. It was because of this crop disaster that extremely high prices have prevailed on the limited supply. "The returns, however," says the report, "were not evenly distributed between varieties or districts. The return to navel growers did not cover the cost of caring for the groves, and the navels constitute over one-half of the California citrus production in normal years."

ALL SIZES PAINT CANS TO BE REINSTATED

FOLLOWING the announcement of the improvement in the tinplate situation, comes the news that the pint and half gallon paint cans are to be reinstated. The decision was made at a special meeting of The Canadian Paint, Oil and Varnish Association, and applies as well to varnish cans as to paint.

The proposal of the manufacturers to discontinue the pints and half gallons did not meet with the approval of a great many retailers. Several of the manufacturers also were against the move.

AUSTRALIAN JAM FOR ALLIED ARMIES

THE largest single shipment of jam ever to pass through the port of New York, was reported recently when the British steamship Macedon docked in New York on her way to France. Practically the entire cargo of the freighter was of jam from Australia, the ship's papers showing a total of 3,000 tons carried.

U. S. COPRA CONSUMPTION REACHES RECORD LEVELS

THE recent announcement from Washington of the cancellation of the order of June 28th, by which the importation of copra into the United States was suspended, calls attention to a remarkable increase in the use of the cocoanut and its products in the United States in recent years.

"Copra," as is well known, is the trade name for the dried meat of the cocoanut. A compilation by the National City Bank of New York shows that the quantity of copra brought into the United States in the fiscal year 1918 just ended was approximately ten times as much as in the year before the war. From a modest 56,000,000 lbs., in the fiscal year 1914, all of which preceded the war, the figures grew to 90,000,000 lbs. in 1915; 110,000,000 in 1916; 247,000,000 in 1917 and about 550,000,000 lbs. in 1918. The tropical sections of the whole world are being ransacked for the cocoanut, and the imports into the United States are drawn from more than 30 countries and islands representing every grand division of the globe. Oceania is by far the largest contributor and our own Philippine Islands supplied nearly one-half of the approximately 550,000,000 lbs. entering the United States in the fiscal year 1918.

FORECAST CELERY CROP CALIFORNIA OUTPUT LARGE

THERE are evidences that there will be a fairly heavy offering of celery during the coming winter.

Revised estimates of the Californian crop indicate that there are about 1,860 acres of celery planted and likely to produce for fall and winter shipments in central California. It is expected shipments will reach their height in December.

In the case of the Florida crop the situation is not so good.

The celery area in the leading Florida sections is officially estimated at 50 to 70 per cent. of last year.

This crop will be moving early in the spring and it is not likely that any stringency can arise before then.

GOVT. MAY CUT OUT ALL GASOLINE RESTRICTIONS

ALTHOUGH many meetings have been held in various parts of the country to consider the situation in regard to gasoline no definite action is expected for about two weeks. The proposal of the Fuel Controller, which is still in abeyance, to limit the profit of retailers to ten per cent., has caused a storm of protest from firms all over the Dominion. A committee from the Retail Merchants' Association is expected to go to Ottawa this week to take the question up with the Fuel Controller. The suggestion is that the Fuel Controller make the profit limit twenty per cent. instead of ten, and also that the price be fixed so that no matter what part of the Dominion a dealer resides in he will be sure of getting the twenty per cent.

EMBARGO ON NUTS AND VEGETABLES TO BE RAISED

IT has been announced from Ottawa that in the near future the restriction against the importation of many varieties of nuts and vegetables will be raised. Commencing December 1, applications will be considered by the Canada Food Board for permission to import any varieties of these two classes of foodstuffs.

RECORD SUGAR PURCHASE MADE BY U.S. ARMY

ONE of the reasons for the shortage of sugar at the present time is due to the enormous demands made on existing stocks by the armies on the field.

Thirty-two million six hundred and forty thousand pounds of sugar for the American Expeditionary Forces have been purchased by the subsistence division. This is the largest single order ever placed by the army for sugar and ranks with the largest sugar purchases in history. The total cost of this sugar is \$2,937,600 net. The net weight of this shipment will total 16,320 tons, which will fill approximately 550 cars. Sugar for the army is packed in

100-pound double sacks. The domestic requirements for sugar added to the overseas purchases make the total army purchases for the month approximately 43,000,000 pounds, a little over 3 per cent. of the total sugar consumption of the whole country.

WASTE PAPER PRICES SHOW DECLINE

WASTE paper prices after a short interval of very satisfactory figures have again declined to a merely nominal price. Toronto handlers report that they are at present paying \$8.00 a ton in less than car lots and \$10.00 a ton in car lots for baled paper. These prices are F.O.B. Toronto. Unbaled paper would be hardly worth shipping with the market in this condition, and with small shipments the freight charges would be entirely disproportionate to the value of the goods.

BREAD CONSUMPTION DE- CLINES; PRICES ADVANCE

J. R. McFALL, of the Cost of Living Branch, in his report on the cost of bread for the month of September to Hon. G. D. Robertson, Minister of Labor, shows that the consumption in bread in the Dominion declined 9 per cent. in September, as compared with the previous month. The cost of placing bread in the hands of the consumers was one-sixth of a cent per pound more than in the previous month, owing to higher delivery charges. The average cost for the Dominion of bread was 6 9-10c per pound, delivered.

CANNED AND BOTTLED FRUIT MAY BE EXPORTED

ACCORDING to intimation given out by the Canadian War Trade Board, the restriction against the import of canned and bottled fruits and soaps into the British Isles has been withdrawn. The wire announcing the fact reads as follows:

"Have received intimation from the High Commissioner, London, that British authorities have issued general license for three months permitting importation of any quantities of fruits, canned, bottled or preserved, also soap.

NEW EATON BUILDING TO BE COMMENCED

IT is understood that the new departmental store building, that has been under contemplation for some time, and that will occupy the large area bounded by College, Yonge, Hayter and Ter-auley Streets, Toronto, will be shortly under way. It is generally known that the T. Eaton Co. are the owners of this property, though as yet no official notification has been made to that effect. The erection of the building has been held up owing to the war, and the inability to get structural steel.

It is understood that a permit will be issued this week for the erection of one of the buildings.

CANADIAN GROCER

MEMBER OF THE ASSOCIATED BUSINESS PAPERS
ESTABLISHED 1886

The Only Weekly Grocer Paper Published in Canada

JOHN BAYNE MACLEAN - - - - President

H. T. HUNTER - - - - Vice-President

H. V. TYRRELL - - - - General Manager

THE MACLEAN PUBLISHING COMPANY, LIMITED

Publishers of Canadian Grocer, Hardware and Metal, The Financial Post, MacLean's Magazine, Farmers' Magazine, Dry Goods Review, Men's Wear Review, Printer and Publisher, Bookseller and Stationer, Canadian Machinery and Manufacturing News, The Power House, The Sanitary Engineer, Canadian Foundryman, Marine Engineering of Canada.

OFFICES

CANADA—Montreal, Southam Bldg., 128 Bleury Street; Telephone Main 1004. Toronto—143-153 University Ave.; Telephone Main 7324. Winnipeg—1207 Union Trust Bldg.; Telephone 3449.

UNITED STATES—New York—R. R. Huestis, Room 620, 111 Broadway, New York; Telephone 8971 Rector. Chicago—A. H. Byrne, Room 900, Lytton Bldg., 14 E. Jackson St., Telephone Harrison 1147. Boston—C. L. Morton, Room 733, Old South Bldg.; Telephone Main 1024.

GREAT BRITAIN—London—The MacLean Company of Great Britain, Limited, 88 Fleet Street, E.C. E. J. Dodd, Director, Telephone Central 12960. Cable Address, Atabek, London, England.

SUBSCRIPTION—Canada, \$3.00 a year; Great Britain, South Africa and West Indies, 12s. 6d. a year; United States, \$3.50 a year; other countries, \$4.00 a year. Single copies, 10c, invariably in advance.

PUBLISHED EVERY FRIDAY

Circulation of Canadian Grocer has been audited by the Audit Bureau of Circulation. Copy of report will be sent to anyone interested.

Vol. XXXII. TORONTO, NOVEMBER 29, 1918 No. 4

EDITORIAL BRIEFS

MORE than three meals a day is a wasteful practice, says the United States Food Administration. Not only wasteful, but impossible for most of us at present prices.

* * *

AMONG the items on the United States Army's bill of fare is one of 47,000,000 pounds of flour, 30,000,000 of which goes to France. There is also a modest little item of 1,000,000 gallons of syrup, which it was considered, with care, would last through the months of October and November. A little item of 100,000,000 cans of salmon represents the year's purchase for this same army.

* * *

THAT Christmas window contest is once again a matter of interest. This is a good time to be making plans for the Christmas window. It is the greatest single selling factor that the merchant has, and now that those places served by Hydro-Electric are once again permitted to use window lights, every merchant everywhere should make the most of these opportunities.

KEEP your credits in good shape. Buy as you would buy in any normal time, sanely, without speculation, but also without too much peeling of orders. These are uncertain times sure enough, but one other thing also is sure, there is not too much food to go round the world, and it cannot decline in any great and spectacular break. Canada has no cause to fear the days of reconstruction, much less has the grocery trade.

THE COMING DAYS.

THERE is of course a good deal of uncertainty about the coming days. There are people who see nothing but gloom and social and economic disarrangement. The failure of the munition business is the great cry of everyone who has a dyspeptic, cheerless imagination. Sooner or later the munition factories will close, that goes without saying, and whatever it costs we should be ready to say 'Thank God! But fortunately we do not believe that it is going to cost us the times of hardship pictured by the pessimists. There will be men turned out of work, some factories have already closed, and some factories like the Massey-Harris Co., and the Canadian Allis Chalmers, Toronto, are advertising for thousands of men to take up the work of peace, to make ploughs and binders and locomotives. These are only an instance of what faces you on the doors of factories, and in newspapers everywhere, "Men Wanted." The munition worker will be out of work long enough to permit him to tramp to another job and no longer. The sad-faced prophet of evil times is a false prophet.

MUCH TALK AND LITTLE KNOWLEDGE

THE Quebec *Telegraph*, usually a well informed newspaper, in a recent editorial entitled, "Peace and Prices," demonstrates the danger of instructing the public from the editorial chair. There is an unfortunate impression among newspaper editors that this editorial chair gifts them with all wisdom, so that there is no need to investigate the problems of which they write, no need to search for the truth. They speak of commercial subjects out of the fullness of their ignorance of commercial conditions. Note, for instance, these weighty thoughts:—

"We have heard it stated that certain of our Quebec middlemen were planning to enhance the price of certain foodstuffs, including such essentials as flour and sugar. This may or may not be true, but at any rate it represents what is probably the natural tendency of the profiteer at the present time to make as big a grab as he possibly can now, before the normal conditions which lie before have time to reassert themselves.

"The excuse is going to be made—it has already been made in Quebec—that the demand of Europe for food is so great that the supply is inadequate and that the price must, therefore, be increased. It is the duty of the authorities to answer this commercial casuistry by a stern prohibition of any increase in price of foodstuffs save by special consent.

"The war is over. And war prices should be over, too." And so on at some considerable length.

This sort of argument unfortunately goes with a good many people for wisdom, whereas it represents only the ravings of one who has not troubled to inform himself of the truth.

Current Events in Photograph



Where Peace Terms Will Be Arranged

It was in the Palace of Versailles that the terms of the Armistice which brought hostilities to a close were framed by the Allies. In the same historic building will be arranged peace terms which the world hopes will make any such wars as that which has raged for the past four years impossible. It is here that Prussian Militarism will be shorn of its power. It is interesting to note that in 1871 the Prussian King was saluted in this palace as Emperor of Germany.

Will Food Board Help Wholesalers Dispose of Substitutes

Advices to Trade Would Seem to Suggest Assistance, But
Ottawa Denies Knowledge of Any Such Arrangement—
Meeting of Millers and Food Board Officials May
Result in Necessary Action

ADVICES reaching the trade this week are to the effect that the Canada Food Board has decided to assist dealers in disposing of their surplus stocks of substitute flours. It is indicated that if the Board is communicated with at once the Board will forward blank forms to be filled in with quantity of each substitute on hand, the actual cost of same to buyers and they will advise what disposition to make of same at an early date. This information has been supplied to the trade as a result of a conference with Food Board officials and is in line with possible trend of events as outlined last week in CANADIAN GROCER.

From information which was available last week CANADIAN GROCER covered the situation in a general way as follows: "The removal of restrictions on the use of wheat flour by eliminating the necessity of using substitute flours has caught millers, wholesalers and retailers with heavy stocks of substitutes. Indications are that the Canada Food Board has made arrangements for disposition of these, but details have not yet been worked out. It seems possible that millers will be asked to take back unbroken packages of substitutes from

retailers to be assembled with millers' stock for shipment to any point the Food Board may direct. This would seem to be a solution of a situation which might well result in a serious waste otherwise. Details as to how Food Board will deal with question will be eagerly awaited."

The Ottawa correspondent of CANADIAN GROCER followed this matter up this week and the advice given out by the Board was not by any means in line with what had been expected. The report received from Ottawa reads:

"With regard to the above the Canada Food Board made no such arrangements, nor does it contemplate doing so. The bakers will simply have to use up their substitutes. The Food Board thinks that those who have shown skill and efficiency in the use of substitutes under the Food Board regulations should have no trouble in using up their stocks, specializing on the substitute loaf and thus stimulating increased production."

However, in spite of this, hopes are expressed that some more satisfactory disposition of the matter may be effected. At meetings between the millers and Food Board officials this week it is understood recommendations were made to the Food Board that central "accumu-

lating" stations be established at which shipment can be accepted from the retailer, rebagged and shipped in carloads to seaboard. This was favorably received and there seems to be some reason for the belief that this suggestion may be developed to a solution of present difficulty. At any rate, hopes for the best are entertained and some announcement may be expected almost any day.

FISHERIES' PROSPECTS NEVER BETTER

Evidence of the most satisfactory results from the fish cultural operations, says the Department of the Naval Service, is apparent on all sides. The catch of whitefish per net in Lake Winnipeg was never better than during the current season; the whitefish fishery in Lake Erie—which is the greatest whitefish producing area in Canada—was more prosperous last season than it has ever been, and Lake Ontario is rapidly returning to the prosperous condition in which it formerly was. The salmon streams of Quebec and the Maritime Provinces were never in better condition; the spawning areas are covered with salmon which are forcing their way into the highest tributaries of the various rivers.

U. S. PERMITS PACKING OF SUGAR IN PACKAGES AGAIN

Under the new conditions, the Food Administration has removed all restrictions from the packing of sugar in packages. The refiners are authorized to put up sugar in packages in any weight called for by the trade.



The Christmas Window Contest

CANADIAN GROCER, as has been the custom in years past, is announcing another in the long series of Christmas window dressing contests that have been so successful in the past. The idea of these contests is to increase the interest in effective window dressing, and to encourage a real study of this art so that the merchant can at all times make the most effective use of this important selling agency.

Not Art, But Selling Power

The idea of the contest is not to develop artistic windows as such. These are good in their way, but they do not always sell goods. This is the basis on which this contest will be judged, the effectiveness of the window in selling goods. An artistic window that lost none of the selling appeal would naturally be the better for this quality.

Chance For Everyone

The fact that elaborate window fixtures, and

attractive window settings, are not a deciding factor in this contest, gives everyone an even chance. The small merchant can make his window as effective as the larger merchant. It may possibly lack the fine arrangement, and may yet get the results aimed at. To make the contest still more even, the contest is divided into two classes, A and B. The A class for towns and cities over 10,000; the B class for towns under that population.

THE PRIZE LIST

Class A		
1	Prize -	\$5.00
2	Prize -	3.00
3	Prize -	2.00

Class B		
1	Prize -	\$5.00
2	Prize -	3.00
3	Prize -	2.00

Perpetual Inventory for Wholesalers

A Discussion of the Needs and the Purposes of a Perpetual Inventory — Methods of Margin Computation and Other Things

By HENRY JOHNSON, Jr.

A WHOLESALE merchant located in Maritime Provinces takes up my statement that Food Control is going to help all to become better tradesmen and asks whether I have anything in the way of a sample perpetual inventory to fit his business, which is wholesale flour, feed, oats and provisions. It seems to me that a system suitable to that business could be devised with very little trouble or ingenuity, because of the limited variety of lines and items to be accounted for.

What Is a Perpetual Inventory?

What is a perpetual inventory? It is a system which will show at the end of each day purchases, sales and approximate stock on hand of every item dealt in. Because of the endless detail in the ordinary retail grocery store and the petty character of the daily transactions, no system has been devised whereby even an approximately detailed perpetual inventory can be carried in that business. I see no reason why it cannot be adapted very readily to my correspondent's business.

The equipment required for a business of moderate size is a set of cards, about 5½ by 8 inches, suitably ruled, with guide cards and an adding machine. Any large stationer can help out with suggestions and probably would have stock outfits from which could be chosen what would be best for the particular purpose. If counter slips of any duplicating design are used those will complete the records. If not, a counter book will answer in a small business. With a fire proof safe the merchant is safeguarded from destruction of records, provided the records are put into it each night—the most important thing a merchant can provide to insure himself collection of full loss in event of fire.

Use Of The Equipment

One card should be provided for each item. The ruling is very simple. The guide tab will permit the instant finding of the oats section, for example, and then will follow the cards bearing the record each of one kind of oats, kept in alphabetical order. Progressively spaced guide tabs can be kept on the cards on which, following the guide card oats, will be written "No. 1," "No. 2 White," etc., so that each kind is segregated by itself for immediate reference.

The same applies to flour, where one card will be used for each size of each brand. Only one item in any line is to go on any one card: so "White Lily ¼s," will appear on one, and if you carry quarters in paper and cotton, a card will be used for each.

Below the guide tab on each card will

be a generous space for the name of the item in full, with its description. The faint lines can be spaced quite closely. The vertical divisions will include date, from whom purchased, cost, quantity, value, sales, listing quantity, price and value, remaining stock, and value. Before you order your ruled cards test out the records you want for a few days in actual practice to get them as nearly right as possible the first time.

Working The System

Begin by listing the stock on hand, one item on each card, filling in inventoried value. If no actual inventory is taken, put in the best estimates and wait for checking until the next inventory time; though the best way will be to start from actual inventory knowledge of what stocks are on hand.

At the end of each day, take from the sales slips—or counter book—the sales of each item, total them and total what is obtained for them, enter each total of sales, price and value on each card. Deduct such sales from stock on hand, and carry the remainder, and its value, to the last space in the line. Naturally if any goods are received during the day, such receipts will be added to stock on hand, increasing the total.

With an adding machine, working during the day at odd moments to keep this system going, any small merchant can keep exceedingly accurate tab on his business without working practically any overtime. A larger merchant will have some office help, any of which will have intelligence enough to work it. Such system will enable any size merchant to know what his stock should be from day to day—in fact, is a complete record of his business against which his cash and invoices and other records can be checked concurrently. The actual inventory at the end of the period will give him the counter-check necessary to detect leakages, pilferages, losses, etc.

If the original entries, the cards, the inventory figures, check book and all other papers of original entry be kept in the safe, the merchant will be in fine shape.

How Did I Figure?

My correspondent whose record I reviewed as that of one who "feared not to face facts," writes me:

"Cannot understand how you compute results, viz., expenses 13¼ per cent. and margin 14½ per cent. gross. Kindly be more explicit. Thank you."

Please remember that I hedged a little in my answer, for to have examined more fully, in the absence of certain data which I mentioned as missing, would have involved the laying out of

a balance sheet, which then might have been upset by further information.

The total gross earnings shown was \$1,281. Purchases were \$7,554. These together make sales of \$8,835. Divide the sales, \$8,835, into the gross earnings \$1,281, and we get almost exactly 14½ per cent. Thus:

	14½
8835)	12,810
	8,835
	39,760
	35,340
	4,420

Similarly, the expenses were \$1,169, which, divided by the sales \$8,835, show somewhat less than 13¼ per cent. thus:

	13¼
8,835)	11,690
	8,835
	28,550
	26,505
	2,045

You will note, of course, that these computations are on the sales value. If any facts you have tend to modify the conclusions, I shall be very glad to have them.

Hint From Mail Order House

Relating a visit to a Chicago mail order house, and reviewing the efficiency of the "silent salesman," the M. O. catalog, that thoughtful philosopher, Leon M. Hattanbach, notes this:

"The Chicago mail order houses will not sell to residents of Chicago, but depend entirely on people who do not live in the city. Why, we do not know. It seems not desirable to have customers come into the store. There must be some advantage to this arrangement or it would not be practised."

There are many reasons, chief among which is the fact that then the house would be a retail department store, like Field's or the Fair, and would be saddled by the immense expense necessary to run such a business. It is vastly more expensive to show goods to women tramping all over the place and selecting, choosing, mind-changing, than it is to let those women do all that at home before they write their order and send in the cash.

The mail order people well know the limitations of their field. They stay inside the fence and cultivate their own ground diligently. This is the big, significant hint to merchants elsewhere who look over their fences constantly, longing for the apparently greater lus-

ciousness of the grass across the boundary. The man who specializes in his line, sticks to one kind of business and works at it intelligently, seldom has time to kick about the M. O. boys.

Profitable Lines to the Fore

Halvor Hauch, a diligent American of Danish antecedents, located in Alameda, California, recently changed to the grocerteria plan, and he took a hint from the cafeterias. You have noticed how, as you pass the steam tables, every item

appeals almost irresistibly? That is because you have not satisfied any part of your hunger, and you are apt to overbuy. Hauch, therefore, has arranged his stock so the high-grade, profitable items face the customer at the entrance, so that, when she reaches the more staple, low-margin goods, her basket contains about as much as she can carry; and she "goes lightly" on the staples.

Halvor tells me the plan is working out fine. So this is another good hint for thoughtful merchants.

CEYLON TEA EXPORTS DECLINE

The great decrease in shipments from Ceylon to the United States during the second quarter of 1918 is generally attributed to the rulings of the American War Trade Board. The total amount of Ceylon tea shipped to this country in the period stated was 3,601,610 pounds, as compared with 5,401,529 in the corresponding period of 1917. Tea waste exports also declined from 378,910 pounds in the 1917 quarter mentioned to 105,039 pounds in the 1918 period.

Enquiry Department

WHEN you become a subscriber to CANADIAN GROCER this is part of the Service you buy. We are glad to be of any assistance to our readers and enquiries are solicited. Cut out the coupon at the bottom of page, fill out and mail to us if you want to know where to buy a certain product, agents for any particular line, manufacturers of a special article, etc.

WHOLESALE FISH DEALERS

Will you kindly supply me with the names of the wholesale fish dealers in Toronto and Montreal?—P. F. Gauvreau, Quebec.

Answer—Montreal—Maritime Fish Corporation, D. Hatton Co., Leonard Bros. Toronto—White & Co., Bowman Fish Co., F. T. James Co., M. Doyle Fish Co.

ONTARIO CANDY AND CONFECTIONERY MANUFACTURERS

Kindly give me the names of some Ontario candy manufacturers or confectioners and oblige J. S. Benoit, Montreal.

Answer—Ontario candy manufacturers are as follows: McCormick Biscuit Co., London, Ont.; The Cowan Co., Sterling Road; Huylers, McGregor-Harris Co., R. J. Barber, Clarke Chocolate Co., Patterson Candy Co., Robertson Bros., Willard's Chocolates Ltd., Savoy Candy Co., The Harry Webb Co., Wm. Neilson Co., all of Toronto. Jersey Cream Factories, Hamilton, Ont.; Metcalfe Candy Co., Kitchener, Ont.; Frederick Stearns & Co., Windsor.

Confectionery—McCormick Biscuit Co., D. A. Perrin Co., London; Bean & Westlake, Woodstock, Ont.; C. H. Doerr & Co., Kitchener; W. J. Crothers, Kingston; McLauchlan & Sons, Owen Sound; Nasmiths Ltd., Toronto; Quaker Candy Co., Toronto; Wm. Patterson & Son Co., Brantford, and most of the candy firms referred to above.

PURCHASES OF DRIED APPLES

Where can I dispose of dried apples? Give names of a few dealers. Chas. G. McKeen, Springvale, Ont.

Answer—W. H. Millman & Sons, Toronto.

SUBSTITUTE FLOURS NO LONGER NECESSARY

Kindly advise just where we are at in selling substitutes with government standard flours.—L. H. Parkinson, Thedford, Ont.

Answer—All necessity for selling substitute flours is at an end. The order requiring the sale of these substitutes with government standard flour has been definitely withdrawn.

OBTAINING COAL

Having a permit to sell coal, we are unable to get it any place so far. So we decided to ask you if you could not put us in connection with some Toronto dealers or Ottawa to get a couple of cars of hard coal, either chestnut or stove.—H. Dupuis & Co.

Answer—Apply H. A. Harrison, Director of Distribution, Fuel Administration, Harbor Commissioners Bldg., Esplanade, Toronto.

A BOOK ABOUT COFFEE

I would like to get a book on coffee. Some time ago I saw one advertised in CANADIAN GROCER, but am not sure about the price. Could you let me know if you have such a publication and, if so, the price? Also, who are the proper authorities to report sales of flour without substitute, and matches without the excise tax? Several merchants in Saskatchewan, especially in country points, are selling matches bought at the old price, without stamps. This is hardly a square deal for a merchant who is trying his best to com-

ply with the laws of Canada, by not selling flour without the proper amount of substitutes and has matches all stamped. Yet this is being done in numerous places at the present time.—H. B. Urquhart, Weyburn, Sask., c/o F. W. Smith, Ltd.

Answer—Books on coffee—Coffee: Its History and Classification, \$2.00, to be obtained from the Technical Book Department MacLean Publishing Co., Toronto. Any infringement of the food regulations should be reported to H. B. Thomson, chairman of the Canada Food Board, Ottawa. Sales of matches without stamps should be reported to the Inland Revenue Dept. at Ottawa, or to any Inland Revenue office.

IS THE MANUFACTURE OF CIDER VINEGAR LEGAL?

What are the regulations re manufacture of cider for vinegar? Can I store cider for making vinegar by the old evaporation process? Give me full information.—Fred Lint, Custom Cider Mfr., Atterville Sta.

Answer—See article dealing with this question on another page of this issue.

HANDLER OF MANITOBA POTATOES

Will you please be good enough, if possible, to furnish me the names of some firms dealing in potatoes in carload lots from Manitoba and Alberta?—J. L. Durand, Trois Rivières, Que.

Answer—Geo. Vipond & Co., Bright Emery Co., The Scott Fruit Co. The Sterling Fruit Co., all of Winnipeg.

CANADIAN GROCER,
143-153 University Avenue,
Toronto.

For Subscribers

INFORMATION WANTED

Date.....191...

Please give me information on the following:

Name

Address

CURRENT NEWS OF THE WEEK

Canadian Grocer Will Appreciate Items of News from Readers for This Page

Maritime

The Railway Brotherhood co-operative store which has been in the organization stage for some months has about completed arrangements for beginning business. It is understood that the Co-operative Company have purchased the store of J. T. Allanach, St. George street, Moncton, N.B., and that the transfer is to take place December 1st. The new company, it is stated, has already subscribed \$10,000 of capital and will begin operations shortly. They plan to supply about 1,100 families on the co-operative scale. A manager for the store has been selected by the Co-operative Company, but no word of his having accepted the offer has yet been received.

Quebec

A. Legault, Point Gatineau, has sold his assets.

R. W. Hooper, general storekeeper, La Tuque, Que., is dead.

E. J. Planche & Co., Sherbrooke, has dissolved partnership, and L. Stuart Planche has been registered.

Audet and Lessard, general merchants, Thetford Mines, have dissolved partnership.

The Modern Supply Stores, grocers and butchers, Montreal, have dissolved, Israel Uditsky continuing under the same name.

Ontario

W. C. Tufford, grocer, Toronto, has sold out.

A. Earle, Grimsby, has sold out to J. E. Lawson.

J. H. Craig, of Hicks & Craig, grocers, Walkerville, is dead.

William H. White, general store, Little Rapids, has sold out.

John E. Quinn, grocer, of Edwards, has moved to Ottawa.

D. McCarthy, grocer, Ottawa, has been succeeded by Harry Smith.

J. M. Winter, general merchant, King, was a Toronto visitor late last week.

D. McConnell, general storekeeper, Cromarty, is moving to Dublin, Ont.

G. H. Webber, butcher, Hamilton, has been succeeded by Webber and Gordon.

The estate of Curtis Wells, grocer, Kingston, has been advertised for sale.

R. W. Telford has severed his connection with T. Kinnear & Co., wholesale grocers, Toronto, to join the Cudahy Packing Co., Toronto. Mr. Telford was formerly connected with this latter firm and his attention now will be directed along the selling end of the business.

Western

E. Foran, grocer, Winnipeg, has been succeeded by Boris Lam.

Wm. Paley, of the Ruthenian Supply Co., Sheho, Sask., is dead.

J. G. McGowan, Holland, Man., has been succeeded by F. R. Rowson.

John W. Hill, proprietor of Thomas Hill & Sons, general store, Russell, Man., is dead.

J. Rosenstock, general store, Stuartburn, Man., has been succeeded by J. Probizansky.

Stephen Molner, general store, Middle Lake, Sask., has been succeeded by Chas. Koehler.

Geo. Anger, general storekeeper, Keoma, Alta., has suffered loss by fire, the loss being covered by insurance.

The Dominion City Trading Co., general merchants, Dominion City, Man., have sold to Fensom and Lain.

Percy E. Hill, Alberta, representative of Harold F. Ritchie & Company, Ltd., Toronto, succumbed to the ravages of Spanish influenza in Calgary on Tuesday, November 5.

SHARE IN PROFITS OF THE FIRM

Employees of T. S. Simms & Co., Ltd., St. John, N.B., Given Shares of Company's Stock

At the annual meeting of the directors of T. S. Simms & Co., Ltd., St. John, N.B., announcement was made to department foremen, travellers, and branch managers that they had been taken into "partnership," and each was presented with a generous allotment of fully paid-up and non-assessable shares of dividend-bearing stock in the company, according to their length of service.

The directors made it very plain that this was not in lieu of any future salary, bonuses, or increases that they might be entitled to, but simply—as President L. W. Simms put it—a desire that the workers for the success of the company should share in its prosperity which they had helped to create, as one big partner—every case where a merchant is dishonest with his customers. He is sure to lose.

The appreciation of the men was suitably acknowledged at the time of the presentation.

COMMERCIAL HONESTY THE BEST POLICY

Honesty in business is fundamental to permanent growth and success. Goodness and bigness are partners. Crookedness, in the long run, means failure.

Thus does the National Vigilance Committee of the Associated Advertising Clubs of the World preface the description of an incident which involved the selling of some bacon by a New Jersey retailer some time ago.

The retailer was crooked and he got caught.

His customer asked for some bacon so packed as to insure that it would keep several weeks. The dealer said he did not have such a grade in stock, but would soon have it. Later, he delivered some bacon to the customer.

The bacon spoiled. The customer complained to the packer whose label it bore. But an investigation showed that the grocer who sold the bacon was not fair with the customer. Though he had charged a higher price for the bacon on the representation that it was especially packed, it was not. He had taken the wrapper off of some bacon of the grade he was supposed to sell this customer, and wrapped it about a piece of bacon of an inferior grade.

The difference in the profit he obtained was only a few cents. But the customer was informed of what had happened. He lost a customer. It goes without saying that this customer mentioned the incident to others, and that, in the long run, the dealer will lose many dollars of profit for each penny of profit he obtained in the bacon deal.

NEW CAN MANUFACTURING PLANT

Work is being commenced on the plant of the Canadian Can Company at Bowmanville, Ont. The new Company will be housed in a fine, roomy, three-storey building which will give ample room for expansion. The new company is an amalgamation of the J. F. Ross Company, and the Hygienic Containers Co. both of Toronto owing to the fact that the present plants of these two companies had become too cramped for their present requirements. A by-law passed by the citizens of Bowmanville provided for a company of \$50,000 to the new company.

LIFT EMBARGO ON THREAD AND TWINE

The War Trade Board announces that applications for export licenses covering linen and hemp thread and twine from the United Kingdom to Canada will in future be considered irrespective of purpose for which goods are required, but will continue to be subject to restrictions as to quantity based on 1916 exports of each individual exporter.

HINTS ON HANDLING FLOUR AND SUGAR

The head clerk in an Illinois grocery store, watching the weighing of flour and sugar, found that in one month forty-two pounds were wasted. As a result, certain rules were adopted governing the handling of these commodities. These rules resulted in an actual saving in this store and they are given as follows for the benefit of others who have similar problems:

1. In weighing sugar or flour, place a clean sheet of paper over the surface on which the transferring is done. If any is spilled, it will then be possible to use it.

2. The scoop should be clean and the right size to fill well into the bag. This does away with the dropping of small particles down into the folds of the bag.

3. Weigh carefully; balance your scales every morning. Even a fraction of an ounce overweight means a loss.

4. Have the paper bag the right size for the amount of flour or sugar put up.

5. If the commodity is weighed from a bin, see that the scoop is put back carefully so that no sugar or flour is scattered.

6. In emptying a hundred-pound sack of sugar into smaller bags or a bin, the bags should be turned inside out and carefully shaken over the receptacle.

7. Flour sacks should be turned inside out in the same manner. Care should

be taken to shake as much of the flour from the sack as possible. Your attention is called to the paper sacks containing 24½ pounds. Less flour sifts through and clings to this variety of sack.

TO DIRECT INTERESTS WHITE SWAN SPICES & CEREALS, LTD.

C. M. Wrenshall has taken over the interests of the late A. M. Brooke, of the White Swan Spices and Cereals, Ltd., Toronto, and from the post of president and managing director will direct the in-



C. M. WRENSHALL
President and Managing Director White Swan
Spices and Cereal Co., Ltd., Toronto

terests of this company. Mr. Wrenshall has had a wide and varied experience in commercial life, and during the past seven years, less two years spent with the Canadian Expeditionary Force, has devoted his attention particularly to the selling end. Mr. Wrenshall will encourage the development of the Quebec field, it is indicated, his knowledge of French, which he speaks fluently, enabling him to give close and personal attention to business from this territory.

FINDS "WHO MAKES" DIRECTORY VALUABLE

Geo. H. Ashwell, of Ashwells, Limited, Chilliwack, B.C., says: "We have been reading your CANADIAN GROCER for 27 years. I think the Fall Number, 1918, is the best yet. We were very much interested in the Christmas window displays and the Overseas Parcel Section. We were also interested in the market reports as we are in every issue. The new advertisements in the Fall Number appeal to us particularly because they let us know what is new on the market. We use the "Who Makes" Directory as a reference and will keep the Fall Number until your Spring Number comes out. We shall also keep the Christmas window displays suggested."

Make Your Xmas Window a Winner

You Can Capture One of the Cash Prizes Offered by Hardware and Metal and Also
Boost Your Profits by Exercising a Little Care and Ingenuity
—Get Busy Now With Plans

THERE is always one very important thing to keep in mind when arranging a window display, that is to make it a business producer. At Christmas time this is especially important because probably ninety-five per cent. of the people who will be attracted to your window are out for the purpose of buying. They are trying to decide just what they will give, and if you can show them something that they will appreciate, and of value, the chances are they will walk right into your store and make the purchase. Almost anyone can arrange a window so that it will look pretty. From a business standpoint this, while not useless, has little real value in dollars and cents. It simply means that a prospective customer attracted by a pretty arrangement, or some striking feature comes to look in. Seeing nothing there to interest him in the way of goods he passes on to make his purchase in some store where he finds what he wants.

Sale Is What Counts

In preparing for the big window display contest for which **HARDWARE AND METAL** is offering eight cash

prizes, it is well to keep in mind the Christmas sales possibilities. The hardwareman has splendid chances to offer to the buying public at all times goods that are of value. At Christmas time no merchant has better opportunities for drawing trade by means of his windows than the hardwareman. His success depends upon his selection and arrangement of goods, and just this is what makes one window display better than another. The chance is wide open for every hardwareman in every part of the Dominion, and **HARDWARE AND METAL** has eight cash prizes all ready to hand over to those who are adjudged the most proficient window trimmers.

Makes No Difference

It makes absolutely no difference where you live, you have an equal chance in the contest. The youngest clerk in the smallest hardware store in Canada can if he has the ideas produce a window display that will win. There is no limit to the possibilities offered by the contest. The only condition is that goods for the Christmas trade must be shown. Remember that what will appeal to the trade, say in a mining town, would not

be of interest to the people in a farming center, except in a general way. In a country the size of Canada there are so many communities, each with its own needs, that the window dresser has endless opportunity for developing originality. The possibilities of window dressing have never been, and probably never will be exhausted. There are so many good ideas and attractive arrangements that will boost sales at Christmas, that it is an easy matter to arrange a window that will "pull." Your clerk may have the idea that will mean hundreds of dollars in additional sales to you this Christmas. Give him a chance to try, it may mean splendid profits for you and encouragement and a cash prize from **HARDWARE AND METAL** for him. Dressing the window will be splendid training for him in every way. It will give him a better understanding of values, and a chance to exercise his ingenuity in a way that may prove most gratifying to everybody. You have six weeks in which to let him experiment and try out his ideas or your own. Enter the window display contest and you will be surprised at the results you can obtain.

WEEKLY GROCERY MARKET REPORTS

Statements From Buying Centres

THE MARKETS AT A GLANCE

INFORMATION received this week by the trade in a wire from the secretary of the Canadian War Trade Board will give some indication of how removal of restrictions is gradually being effected. The wire reads: "Have received intimation from the High Commissioner, London, that the British authorities have issued general license for three months permitting importation of any quantity of fruits, canned, bottled or preserved, also soap."

In this connection it might be mentioned that already some inquiries have been received for canned fruits and some shipments made to seaboard in anticipation of this move. The influence on the local market has been one of strength, though no advances have been recorded.

Some manufacturers have put through an advance on laundry soap amounting to 20 to 25c per box. The high costs of fats have been offset to a great extent during the war period by the high cost of glycerine. However, with glycerine now in a market that is declining, and fats still higher in price, soap may go to even higher levels.

Latest advices reaching the trade this week on what may be expected in raisins indicate that no more orders for three-crown and four-crown loose Muscatels will be filled in either the United States or Canada and all unshipped orders will be cancelled. This, it is stated, is done in order to care for additional Government requirements. Orders for shipment to Canada of layers and clusters, except vineyard run, have all been cancelled because these cannot be made in time for the holidays; these were a negligible factor in volume of raisin business. No more vineyard run will be shipped on account of poor quality. Deliveries of other grades will range about as indicated recently.

It is understood that restrictions on the importation of nuts and vegetables into the Dominion are shortly to be removed. Dating from December 1, applications will be considered by the Canada Food Board for permission to import any varieties of these two classes of foodstuffs.

MONTREAL—There are advances in several lines this week. Standard soaps have gone higher by 25c per case, to \$7.75. Among the lines scoring increase of price are jelly powders, brazil nuts, castor oil, etc.

The coffee situation is unchanged at the moment, but the tendency points strongly to further advances of from 2 to 3c per pound.

There is also a strong probability of tea markets advancing again.

Among the lines on which an easier tone has developed are found canned salmon. There seems to be an ample quantity of this, and prices quoted are somewhat more favorable. Canned pumpkin scored a big decline, too, while rice is easier, and a slight shading is noticeable in several grades of prunes.

Beans are lower, and this follows the definite predictions made in CANADIAN GROCER last week and for some little time past.

Buckwheat flour is easier in price, and some lines of fruits and vegetables are lower, coarse vegetables in particular. Oranges have declined somewhat, as well as lemons.

In a general way there is a fairly seasonable condition with regard to trading. The jobbers have had a good week in many ways, and are of the opinion that a steady demand will continue for staple lines of goods.

TORONTO—The outstanding factor in the list of changes this week is an advance in laundry soaps, ranging from 20c to 25c per case. There is some intimation that even higher levels may be found necessary, but that is something for the future.

There has been some shading of the prices on shelled walnuts and almonds during the week. Both Spanish and Chinese peanuts are also lower. The demand for all lines is very fair and no sharp declines are looked for. Tarra-gona almonds at United States points have declined, but this has not yet been reflected here. A car of California walnuts reached the city this week and is being distributed to the trade.

There are some lots of re-cleaned Australian currants being offered this week. Latest advices are to the effect that no more orders for three-crown and four-crown loose Muscatels will be filled, and all unshipped orders will be cancelled. This action is taken in an effort to take care of additional Government requirements. Layers and clusters, which are usually here in time for Christmas, have been cancelled owing to inability of packers to make shipment in time for holiday trade. Dried fruits permitted to come are raisins, apricots and figs, and strenuous efforts to have some prunes released are being made.

Coffee rules unchanged during the week, prices remaining about where they were last week and any free offerings being snapped up quickly. The outlook seems to be for a strong market, and high prices are generally expected for some months.

QUEBEC MARKETS

MONTREAL, Nov. 27.—Grocery markets here have ruled with considerable steadiness throughout the week. There have been a few advances, among these being standard soaps, jelly powders, castor oil, brazil nuts, and on coffee there is a strong tendency to higher prices still.

Lower prices have ruled for pumpkin of the canned variety, salmon, rice, prunes, beans, buckwheat flour and vegetables.

Standard Soaps Up; Crab Meat at \$6

Montreal.

SOAPS, CANNED CRAB.—Standard soaps are higher by 25c per case, the price now being \$7.75. This is due to the release of glycerine, so largely used in ammunition making, and some expect that there will be higher prices still. A line of canned Japanese crabs is available now at \$6 per dozen.

Castor Oil, Powders, Medicines Higher

Montreal.

VARIOUS LINES.—Advances are made for castor oil. Two-ounce bottles are worth \$1.75 per dozen; 3-oz. \$2.45; 4-oz. \$3.50; 10-oz. \$7.80, and 16-oz. \$12. Jello jelly powders are now selling at a price of \$1.45. Paine's Celery Compound, sold in some of the districts by the storekeeper, is up 30c per dozen, to \$2.30.

Little Sugar Relief; Melting Light

Montreal.

SUGAR.—With little change, the situation holds firmly as to price, and the conservation of supplies is still suggested by the refiners. At the moment there is no promise of any improvement at all, and it is not improbable that there may be higher prices before lower quotations are made. This is something that only the future will reveal.

	100 lbs.
Atlantic Sugar Company, extra granulated sugars, 100 lbs.	10 05
Acadia Sugar Refinery, extra granulated	10 05
St. Lawrence Sugar Refinery	10 00
Canada Sugar Refinery	9 95
D-minion Sugar Co., Ltd., crystal granulated	9 50
Special icing, barrels	9 30-9 40

Icing (25-lb. boxes)	9 60-9 80
Icing (50-lb. boxes)	9 50-9 60
Diamond icing	9 10
Yellow, No. 1	8 90-920
Yellow, No. 2 (Golden)	8 70-9 00
Yellow, No. 3	8 60-8 90
Powdered, barrels	9 20-9 30
Paris lumps, barrels	9 85-10 20
Paris lumps (50-lb. boxes)	9 65
Paris lumps (25-lb. boxes)	9 85
Crystal diamonds, barrels	10 25
Crystal diamonds (boxes 100 lbs.)	10 50
Cut loaf (50-lb. boxes)	10 50-10 60
Cut loaf (25-lb. boxes)	10 70-10 80

Pumpkin Price Down; Salmon Easier

Montreal.

CANNED GOODS.—Pumpkin has been reduced in price, \$1.10 being asked now for 2½'s, and \$3.75 for gallons. Salmon also has been shaded in some quarters and has taken on lower prices for the medium grades. Pilchards are to be had at \$2 per dozen, and a better variety of sardines is offered, with as many prices obtaining on these goods. Pears and peaches in heavy syrup are very high, and the price is likely to hold on these. Jobbers report only a limited amount of business, and some do not expect a great deal of activity for the line before spring.

Salmon Sockeye—	
"Clover Leaf," ½-lb. flats	2 45
Sovereign, 1-lb. flats	4 62½
Do., ½-lb. flats	2 30
1 lb. talls, cases 4 doz., per doz.	4 50
½ flats, cases 8 doz., per doz.	1 50
Chums, 1-lb. talls	2 05
Do., ½s. flat	1 20
Pinks, 1-lb. flat	2 25
Pinks, 1-lb. talls	2 65
Cohoes, 1-lb. talls	4 35
Cohoes, 1-lb. flats	2 25
Red Springs, 1-lb. talls	4 00
Red Springs, ½ lb.	2 45
White Springs (1s)	2 30
Salmon, Gaspe, Niobe Brand	
(case of 4 doz.), per doz.	2 25
Pilchards, 1-lb. talls	2 00
Whale Steak, 1-lb. flat	1 90
Canadian sardines (case)	6 75
Norwegian sardines, per case of	
100 (¼s)	22 00
Lobsters, ½-lb. tins, doz.	3 60
Sardines (Amer. Norweg'n style)	14 50

Sardines Canadian brands (as to quality), case	9 50	16 50
Sardines, French	32 00	
Canned Vegetables and Fruits—		
Asparagus (Amer.) mammoth green, doz.	4 00	
Tomatoes, 1s	0 95	
Tomatoes, 3s	1 95	2 02½
Tomatoes, U.S. pack, 2s	1 40	1 50
Tomatoes, 2½s	1 90	1 92½
Tomatoes, gallons	6 00	7 05
Peas, standards	1 45	1 47½
Peas, early June	1 57½	1 60
Peas, extra fine, 2s	2 35	
Do., fancy, 20 oz.	1 57½	2 25
Peas, Moigan, extra fine.	2 20	2 25
Beans, golden wax	1 95	1 97½
Beans, Refugee	1 95	2 00
Do., old pack	1 80	1 95
Do., new pack	2 00	
Beets (new sliced), 2-lb.	1 40	1 42½
Do., (old sliced), 2-lb.	1 60	1 62½
Corn, 2s, doz.	2 20	2 27½
Spinach (U.S.), 3s	3 00	
Do., (U.S.), gallons	10 00	
Corn (on cob, gal. cans), doz.	7 80	8 30
Red raspberries, 2s	4 00	4 17½
Simcoes	2 75	
Red cherries, 2s	2 60	2 90
Strawberries, 1918 pack (2s) ..	4 00	
Rhubarb, 2½s	2 60	
Blueberries, 2s, doz.	1 85	
Blueberries, gallons	7 00	
Pumpkins, 2½s	1 10	
Pumpkins, 3s		
Pumpkins (gallon), doz.	3 75	
Potatoes, Can. Sweet, 2½-lb. tins ..	2 75	
Potatoes, Cal. Sweet, 2-lb. tins ..	2 75	
Carrots, sliced, 2s	1 45	1 75
Apples (gallons)	4 00	5 00
Peaches, 2s (heavy syrup)	2 40	2 50
Peaches, standard grade, 2½ lb.	3 25	3 60
Peaches, gallon pie (peeled) ..	7 60	7 75
Pears, No. 2	2 75	
Pears, 2s (in light syrup) ..	1 85	
Pears, No. 2 (heavy syrup) ..	2 50	2 75
Pears, gallon (pie peeled) ..	7 00	
Pineapples, 1½s	2 25	
Pineapples, 2s	3 10	3 50
Pineapples (grated), 2s	2 90	
Greengage plums (light syrup),		
No. 2	2 25	
Lombard plums (heavy syrup),		
2s	1 70	2 05

Best Molasses Steady; Syrups Holding

Montreal.

MOLASSES AND SYRUPS.—The market holds steady and firm for the better grades. It is stated that the high price has brought on the market several lighter competing lines, and this may have helped to ease the situation. The sale of cane and corn syrups still is big, but the conditions in Western Canada have shown some easing off. This was thought to be due to the sickness prevalent there, and improvement is looked for in a trade way, ere long.

Corn Syrup—	
Barrels, about 700 lbs.	0 07½
Half bbls.	0 07½
Kegs	0 07½
2-lb. tins, 2 doz. in case, case.	4 80

FLASHES FROM THE WEEK'S MARKETS

Coffee may advance 2 to 3 cents a pound, owing to firm market in Brazil.

Loose Muscatel raisins have been requisitioned by U.S. Government, and no stocks are likely to reach Canadian markets.

Sales of Brazil nuts reported briskest in the history of the trade. Adequate supplies believed to be available.

Easier prices are noted in rice—owing to heavy spot stocks that have accumulated in recent months.

There are indications of a little easier feeling in canned salmon prices.

Indications point to further advances in teas in the near future.

All citrus fruits show an easier tendency owing to the beginning of the California crop movement.

Prices on shelled walnuts and almonds have been shaded slightly on the Toronto market.

Shortening has advanced ¼c; white lard shows a decline amounting to ½c per pound.

5-lb. tins, 1 doz. in case, case..	5 40
10-lb. tins, 1/2 doz. in case, case	5 10
20-lb. tins, 1/4 doz. in case, case	5 05
2-gal. 25-lb. pails, each.....	2 25
3-gal. 38 1/2-lb. pails, each.....	3 40
5-gal. 65-lb. pails, each.....	5 50
White Corn Syrup—	
2-lb. tins, 2 doz. in case, case	5 30
5-lb. tins, 1 doz. in case, case	5 90
10-lb. tins, 1/2 doz. in case, case	5 60
20-lb. tins, 1/4 doz. in case, case	5 55
Cane Syrup (Crystal) Diamond—	
2-lb. tins, 2 doz. in case, per case....	7 50
Barrels, per 100 lbs.	10 25
Half barrels, per 100 lbs.	10 50
Glucose, 5-lb. cans (case)	4 80

Prices for	
Island of Montreal	
Barbadoes Molasses—	
Punchons	1 13
Barreles	1 16
Half barrels	1 18
For outside territories prices range about 3c lower.	

Easier Rice Prices;

Lots on Spot

Montreal.

RICE, TAPIOCA.—There has been a lowering of quotations on rice here, the supplies being adequate to meet the trade needs. One jobber reduced his prices from 20c to 25c per 100 pounds, and the range is lower, in other cases by 50c per 100 pounds. It is stated that large quantities of rice found their way into Canada during recent months, and that there is enough here to take care of any demand that may develop. Tapioca is in good supply and without change.

Ice Drips—Japan	11 25
Carolina	12 50
Siam, No. 2	9 00
Siam (fancy)	10 50
Rangoon "B"	9 00
Rangoon CC	8 75
Mandarin	10 00
Pakling	9 10
Tapioca, per lb. (seed)	0 14 1/2
Tapioca (Pearl)	0 14

Brazil Nuts 30c;

Markets High

Montreal.

NUTS.—Brazil nuts are up to 30c per pound, and the demand has been good from the jobber. This indicates his stocking up for anticipated Christmas demand, and one importer stated that his sales one day this week totaled \$30,000. He further said that he had not seen such activity in the history of the trade. It is expected that there will be a good trade now for several weeks, and supplies seem ample for a reasonably good demand.

Almonds (Tara), per lb.	0 28	0 30
Almonds (shelled)	0 55	0 55
Almonds (Jordan)	0 70	0 70
Brazil nuts (new)	0 28	0 30
Brazil nuts (med.)	0 15	0 17
Filberts (Sicily), per lb.	0 20	0 24
Filberts, Barcelona	0 24	0 25
Hickory nuts (large and small), lb.	0 10	0 15
Peanuts (roasted)—		
Bon Tons	0 25	0 25
Jumbo	0 25	0 28
Champion	0 22	0 22
Fancy, per lb.	0 24	0 25
Extras, per lb.	0 19	0 20
Sheeled, No. 1 Spanish	0 18 1/2	0 19
Shelled, No. 1 Virginia	0 19 1/2	0 20 1/2
Do., No. 2	0 14	0 14
Peanuts (salted)—		
Fancy wholes, per lb.	0 40	0 40
Fancy splits, per lb.	0 35	0 35
Salted Spanish, per lb.	0 25	0 27
Pecans (new Jumbo), per lb. ..	0 28	0 32
Pecans, large, No. 2, polished ..	0 28	0 28
Pecans, New Orleans, No. 2 ..	0 31	0 34
Pecans "paper shell," extra large		
Jumbo	0 60	0 60
Walnuts (Grenoble)	0 29	0 35

Walnuts (new Naples)	0 16	0 18
Walnuts (shelled)	0 85	0 95
Walnuts (Spanish)	0 30	0 33
Note—Jobbers sometimes make an added charge to above prices for broken lots.		

Prune Range Narrowed; Loose Raisins Scarce

Montreal.

DRIED FRUITS.—There has been a narrowing of the range in prune prices, the reductions in one quarter being from 1c to 2c per pound. This makes about 1c change in the list below on 70-80's, 80-90's, and 90-100's. While raisins will soon be on the way to importers here, from the Californian growers, it is freely stated that these are not likely to reach here soon enough for the coming holiday trade. Loose muscatels of the 3 and 4 crown variety have been requisitioned by the United States government, and therefore they will not be obtainable here. Still, there are indications of an ample raisin supply for the balance of the season.

Apricots—		
Choice	0 26	0 28
Slabs	0 24 1/2	0 25
Fancy	0 30	0 30
Apples (evaporated)		
Do., fancy	0 16 1/2	0 20
Do.,	0 20	0 20
Peaches (fancy)		
Faced	0 21	0 23
Choice	0 20	0 21
Extra choice	0 21	0 24
12 oz., per pkge.	0 16	0 18
Pears	0 24	0 25
Drained Peels (old)—		
Citron	0 46	0 46
Lemon	0 40	0 40
Orange	0 41	0 43
Drained Peels (new)—		
Lemon	0 40	0 41
Orange	0 42	0 43
Citron	0 47	0 48
Cut mixed (1-lb. cartons), doz.	4 10	4 10

Raisins—		
Malaga, table box of 22 lbs., 3-crown cluster, \$3.25-\$4.00; 4-crown cluster, \$5.00; 5-crown cluster, \$6.00.		
Muscateles, loose, 2-crown	0 14	0 14
Muscateles, loose, 3-crown, lb.	0 15	0 15
Cal. Seedless, 15 oz.	0 15 1/2	0 17
Cal. seedless, loose	0 14 1/2	0 16 1/2
Fancy seeded, 16 oz. pkgs.	0 16	0 20
Choice seeded, 16 oz. pkgs.	0 17	0 19
Valencias, selected	0 11 1/2	0 11 1/2
Valencias, 4-crown layers	0 11 1/2	0 11 1/2
Sultanas (bleached) 50-lb. boxes ..	0 16 1/2	0 20
Currents, old	0 24	0 29
Cartons	0 32	0 32
80 lb. Ainslie	0 28	0 28
12 oz.	0 26	0 26
Do., new	0 32	0 32
Dates, Excelsior, per case (36-10s) ..	7 00	7 00
Do., Dromedary (36-10oz.)	8 00	8 00
Packages only, Excelsior	0 20	0 20
Packages only	0 19	0 20
Do., Dromedary	0 22	0 22
Figs (new), 100 to case	11 00	11 00
Figs (layer), 10-lb. boxes	1 90	2 75
Figs (mats)	0 16	0 18
Figs, Fancy Cal. White (Choice)—		
Pkgs. 16 oz. (10 pkgs.)	1 75	1 75
Pkgs. 10 oz. (12 pkgs.)	1 45	1 45
Pkgs. 8 oz. (20 pkgs.)	2 00	2 60
Pkgs. 6 oz. (50 pkgs.)	3 60	4 75
Pkgs. 4 oz. (70 pkgs.)	3 70	5 00
Muscateles, 4-crown, lb.	0 18	0 18

Prunes—		
California, 40-50s	0 19	0 25
50-lb. boxes, 80-90s	0 14 1/2	0 14 1/2
90-100s	0 13	0 14
20-30s	0 25	0 25
30-40s	0 20	0 20
25-lb. cases, 50-60s	0 18	0 20
60-70s	0 17	0 18
70-80s	0 15	0 16
80-90s	0 14	0 15 1/2
90-100s	0 13	0 14
Oregon, 30-40s	0 16 1/2	0 16 1/2
40-50s	0 15 1/2	0 15 1/2
50-60s	0 12 1/2	0 12 1/2

Canadian Beans Less; Demand is Fair

Montreal.

BEANS.—There are lower prices this

week for best grade Canadian beans, some being obtainable for \$6.30 per bushel. The whole tendency is an easier one, a great deal of stock being held for trade needs. Some B. C. beans have come to hand, and these are said to be very good quality, while some Ontario stock is also in the market. While there are many inferior beans offered, it is stated that there are plenty of good grade to meet all anticipated demand.

Beans—

Canadian, hand-picked, bush.	6 30	7 50
British Columbia	7 75	8 00
Brown Beans	7 00	7 00
Japanese	8 00	8 40
Yellow Eyes	7 50	8 40
Rangoon beans, per bushel ..	7 00	7 50
Lima, per lb.	0 19	0 20
Kidney beans	8 00	8 50
Peas, white soup, per bushel ..	4 25	4 50
Peas, split, new crop, bag 98 lbs.	8 90	8 50
Barley (pot), per bag 98 lbs.	6 50	6 50
Barley, pearl, per bag 98 lbs.	7 50	8 25

Coffee May Advance Two or Three Cents

Montreal.

COFFEE.—There may be a further advance of from two to three cents per pound for coffees. The importers are buying with care and the trade in general is doing the same. Supplies are not too great, and those going into the Brazil market for actual requirements have to pay enhanced prices. There is a fairly good trade, locally, with prices decidedly firm on all grades.

Coffee, Roasted—

Bogotas, lb.	0 33	0 36
Jamaica, lb.	0 27	0 31
Java, lb.	0 40	0 43
Maracaibo, lb.	0 29 1/2	0 32
Mocha, grades	0 35	0 39
Mexican, lb.	0 28	0 31
Rio, lb.	0 27	0 29
Santos, Bourbon, lb.	0 30	0 33
Santos, lb.	0 30	0 33

Cocoa—

Bulk cocoa (sweet)	0 25	0 30
--------------------------	------	------

Indications Point

To High Teas

Montreal.

TEAS.—All indications here point to a maintenance of present prices on teas, with strong tendencies to advance on better grades. There is plenty of tea on the North American continent, it is stated by the importing trade here, but the United States and Canada had only 35,000,000 pounds of a surplus last year above requirements. As a consequence of the fact that Europe wants tea, and in view of the fact that America is the one place where a surplus exists to-day, one large importer states that there is nothing in sight but higher prices for tea for some time to come. His view has been shared by many here, and while the present demand is not heavy, some large sales have been made. The outlook indicates a firming market.

Ceylon and India—

Pekoe, Souchongs, per lb.	0 47	0 49
Pekoes, per lb.	0 51	0 54
Orange Pekoes	0 55	0 57

Japan Teas—

Choice	0 65	0 70
Early Picking	0 53	0 58

Javas—

Pekoes	0 41	0 43
Broken Orange Pekoes	0 43	0 45
Inferior grades of broken teas may be had from jobbers on request at favorable prices.		
Orange Pekoes	0 46	0 49

Honey Rules High For Both Grades

Montreal.

HONEY, MAPLE PRODUCTS.—The honey market continues to rule high, with demand good even at this. Montreal and district afford a good market, and the sales this year have already absorbed a considerable amount. One big jobber informs CANADIAN GROCER that a large amount was secured a few days ago from a big buyer, small lots being rounded up and the aggregate totaling large. There are indications of prices being fully maintained. Now that the maple product season is well advanced prices are bound to hold firmly, and supplies are ever becoming less. A great deal of sugar has found its way to outside points, much being bought months ago for soldier trade overseas.

Maple Syrup—

10-lb. cans, 6 in case, per case.....	\$15 10
5-lb. cans, 12 in case, per case.....	17 10
2½-lb. cans, 24 in case, per case.....	18 60
Maple Sugar (nominal)	0 30
Honey, Clover—	
Comb (fancy)	0 30
Comb (No. 1)	0 28
In tins, 60 lbs.	0 26
30-lb pails	0 27
10-lb. pails	0 28
5-lb. pails	0 25
Honey—Buckwheat, tins or bbls.	0 23

Firm Spice Market; May be Advanced

Montreal.

SPICES.—Markets are steadily firm. There have been no actual advances here but importers do not look for improvement in supplies or in quotations on what they require. New York markets have ruled high and supplies there are not considered heavy, with some items short now and little prospect of improvement manifesting itself at an early date.

	5 and 10-lb. boxes	
Allspice	0 20	0 22
Cassia (pure)	0 35	0 37
Cloves	0 75	0 77
Cream of tartar	0 95	1 00
Ginger	0 30	0 40
Ginger (Cochin or Jamaica)	0 30	0 30
Mace	0 80	1 00
Mixed spice	0 30	0 32
Nutmegs	0 45	0 50
Pepper, black	0 42	0 45
Pepper, white	0 48	0 50
Pepper (Cayenne)	0 35	0 37
Pickling spice	0 25	0 27
Paprika	0 65	0 70
Turmeric	0 28	0 30
Tartaric acid, per lb. (crystals or powdered)	1 30	
Cardamon seed, per lb., bulk.....	2 00	
Carraway, Dutch, nominal	0 80	0 90
Cinnamon, China, lb.	0 30	
Cinnamon, per lb.	0 35	
Mustard seed, bulk.....	0 35	0 40
Celery seed, bulk (nominal)	0 85	0 90
Shredded cocoanut, in pails.....	0 31	0 23
Pimento, whole	0 20	0 22

For spices packed in cartons add 3½ cents a lb. and for spices packed in tin containers add 10 cents per lb.

Buckwheat Flour at \$7.25; Oats Situation Unsettled

Montreal.

CEREALS.—The trade can now procure Ontario buckwheat flour at \$7.25 per 98 pounds. While an easier tone developed for cornflour the trade has made no change of price, but there may be a revision of price within the week. In some places throughout the country a

drop of 40c per barrel was recorded. The rolled oat situation is somewhat undefined. Some state that prices will advance on package goods and others state that they will decline. The matter hinges a great deal on what the government will do regarding the substitutes in the hands of brokers and others. It also will depend somewhat on what shipment of foodstuffs is decided upon for overseas consumption.

Self-raising flour—

3-lb. pkgs., doz.	2 90
6-lb. pkgs., doz.	5 70
Cornmeal, Buckeye	6 00
Cornmeal, Gold Dust	6 00
Barley, pearl	6 25
Barley, pot, 98 lbs.	4 75
Barley (roasted)	7 50
Barley flour, 98 lbs.	5 25
Buckwheat flour, 98 lbs.	7 25
Cornflour, white (2 bags)	10 20
Do., bags	6 75
Cornflour (standard), (2 bags) ..	9 20
Do., bags	5 00
Rice flour	8 75
Oat flour (2 bags)	12 10
Hominy grits, 98 lbs.	6 75
Hominy, pearl, 98 lbs.	7 50
Graham flour	5 80
Oatmeal (standard-granulated and fine)	5 65
Oatmeal (packages) fine cut.....	5 70
Peas, Canadian, boiling, bush. ..	4 00
Split peas	8 00
Rolled oats, 90-lb. bags	4 95
Rolled oats (family pack.), case	5 50
Rolled oats (small size), case.....	1 95
Rolled wheat (100-lb. bbls.).....	7 10
Rye flour (Can.), 98 lbs.	6 50
Do. (American), 98 lbs.	6 85
Tapioca flour, lb.	0 15

Flour Holds Steady; Feeds in Demand

Montreal.

FLOUR AND FEED.—The flour situation is ruling without change, and local business is seasonable and steady. There is considerable export business too, the mills having good outlet in this direction. Feeds are ever active, and the undertone is unchanged for shorts and bran. Oat feeds are inclined to ease somewhat, with an easier feeling for feed oats, which are now quoted at \$1.02.

War Standard, Graham and Whole

Wheat Flours—	
Mixed car lots on track	11 25
Straight car lots on track (minimum 50,000 lbs. on track) (to bakers)	11 15
Add 10c for delivery for car lots.	
Add 20c for delivery for small lots.	
Shorts, car lots on track	42 25
Crushed oats	61 00
Barley meal	58 00
Barley chop	58 00
Gluten feed (23% protein)—	
F.O.B. Cardinal	62 00
F.O.B. Ft. William	60 00
Feed oats, per bushel	1 02
Shorts and bran delivered in Montreal \$1.00 per ton extra.	
Bran, per ton, car lots on track	37 25

Best Apples High; Citrus Fruit Down

Montreal.

FRUITS.—Apples of best grade are very firm in price, and Mackintosh reds are as high as \$9. The demand has been good, one seller stating that the trade was absorbing supplies pretty well, whereas, last year at this time dealers were putting their stocks into cold storage. There has been a good consumptive demand right along, and the tendency, since the lifting of restrictions as to import into England, is to higher levels. Lemons are freer, with prices

down to \$6 to \$7, according to grade. Oranges also are lower this week at \$10 and \$12 the case. Trade has continued fairly good for various grades and kinds of fruit.

Apples—

No. 1 Alexanders, bbl.	5 50	6 00
No. 2 Alexanders, bbl.	5 00	5 00
Baldwins	4 50	5 00
Blenheims	7 00	7 00
Wealthy (in bbls.), No. 1	5 50	5 50
Do., Do., No. 2	6 50	6 50
Greenings	8 00	9 00
McIntosh Reds (best)	4 00	5 00
Gravensteins, No. 1	7 50	8 00
Fameuse, No. 1	6 50	6 50
Do., No. 2	7 00	7 00
Spys	6 00	6 00
Russells	6 00	6 00
Kings, No. 1	5 50	5 50
Do., No. 2	5 50	6 00
Wagners	4 50	7 00
Bananas (fancy large), bunch.....	5 00	5 00
Grapes (California fancy), 4 bask.	8 00	4 75
Grapes—		
Spanish	3 00	4 75
Tokays	2 50	2 50
Malagas	5 50	7 50
Emperor, keg	4 50	4 75
Grapefruit (fancy Porto Rico)	6 00	6 00
80, 96, 112	7 00	7 00
Lemons (fancy new Malagas)	10 00	12 00
Lemons (California)	5 25	5 25
Oranges, Valencia lates	4 00	4 00
Oranges, Porto Rico	5 50	5 50
Pears, Cal., eating, small box.....		
Pears, California (110 size)		

Bag Carrots 75c; Parsnips \$1.25

Montreal.

VEGETABLES.—Lower prices are quoted this week on coarse vegetables, carrots being down to 75c per bag and parsnips as low as \$1.25. On the other hand, vegetable marrow, owing to scarcity, are up to \$1.50 per dozen. Pumpkins are practically done for this season. The potato situation is unchanged this week, and at the prices of \$1.60 to \$1.90 per bag, according to the grade, there is just a fair demand. The war gardens last summer enabled many to lay in their winter needs, and many consumers are thus well supplied. Hothouse tomatoes and lettuce are available in requisite quantities.

Beans, new string (American) basket	3 00	3 50
Beets, bag	0 75	1 00
Cauliflower (Montreal), doz.	2 00	2 50
Cabbage (Montreal), doz.	0 50	1 00
Cabbage, bbl.	1 50	1 50
Carrots, bag	0 75	1 00
Celery (Montreal), doz.	1 00	1 00
Do., crates (6-7 doz.)	6 00	6 50
Cranberries, bbl.	12 00	13 00
Cranberries, gallon	0 75	1 00
Brussels Sprouts (doz.)	1 00	1 00
Brussels Sprouts, quarts	0 15	0 15
Cucumbers, Boston (doz.)	2 50	2 50
Horseradish, lb.	0 20	0 20
Lettuce, curly (doz.)	0 40	0 50
Lettuce, Boston, box	2 25	2 50
Leeks	0 20	0 20
Mint	0 00	0 00
Mushrooms, lb.	1 50	2 00
Onions, Can., bag (75 lbs.)	1 50	2 00
No. 1 Yellow (75 lbs.)	1 50	2 00
No. 1 Red (75 lbs.), crate	0 50	0 50
Oyster Plant	1 25	1 25
Parsnips, bag	0 20	0 20
Parsley (Canadian)	1 60	1 75
Potatoes, Montreal new (90-lb. bag)	1 90	1 90
Potatoes (New Brunswick), bag.....	3 00	3 00
Potatoes (sweet), hamper	0 50	0 50
Romane	1 00	1 00
Spinach, box	3 00	3 00
Squash (Huber), doz.	1 00	1 25
Turnips, new, per bag	0 35	0 35
Tomatoes (hothouse), lb.	1 50	1 50
Vegetable Marrow (doz.)	6 40	6 40
Watercress (Can.)		

ONTARIO MARKETS

TORONTO, Nov. 27.—An advance of 25c in some lines of laundry soaps has been recorded, and the market rules with a very firm undertone, which may mean even higher levels. A decline in a couple of lines of raisins has been recorded. A shading of prices on pilchards is noticeable, and some lower prices on walnuts, almonds and peanuts are now being named. Navel oranges are arriving, and a decline in lemons has been effected. The barreled apple market is strong under influence of probable export business.

Sugar Supplies

Still Small

Toronto.

SUGAR.—Supplies still show no improvement. There are only one or two refiners operating in this market and stocks held in wholesalers' hands are very light. Supplies of beet sugar are coming through quite freely, and were it not for this a marked scarcity would develop under existing conditions. There has been no further change in price recorded, the only worry which is facing the people just now being to get sugar at any price. There seems little likelihood of any immediate improvement in the situation.

Atlantic, extra granulated 10 36
St. Lawrence, extra granulated 10 31
Acadia Sugar Refinery, extra granulated. 10 36
Can. Sugar Refinery, extra granulated.. 10 26
Dom. Sugar Refinery, extra granulated.. 10 31
Canada Sugar differentials: 50-lb. sacks, 10c over 100-lb. 20-lb. gunnies, 25c advance; 10-lb. gunnies, 40c advance; 5-lb. cartons, 50c advance; 2-lb. cartons, 60c advance. St. Lawrence differentials: In 25-lb. gunnies, 25c over 100 lb.; 20-lb. gunnies, 40c advance; 10-lb. gunnies, 50c advance; 5-lb. cartons, 60c advance; 2-lb. cartons, 70c advance. Atlantic differentials: 20-lb. bags, 40c advance over 100 lb.; 10-lb. gunnies, 50c advance; 5-lb. cartons, 50c advance; 2-lb. cartons, 70c advance. Acadia 100 lbs.; 10-lb. gunnies, 45c advance; 5-lb. cartons, 45c advance; 2-lb. cartons, 50c advance. Barrels of granulated and yellow may be had at 5c over above prices, which are for bags. Fancy sugars make a corresponding increase when put up in small packages. No. 1 yellow is 30 to 40c per 100 lbs. under granulated. No. 2 yellow is 10 to 20c per 100 lbs. under No. 1 yellow, and No. 3 yellow 20c to 30c less than No. 1.

Soap Goes To

Higher Levels

Toronto.

SOAP.—A general advance in the price of soap has occurred during the week. This, in the case of Comfort, Surprise and Sunlight amounts to 25 cents per case, and with Lifebuoy the advance is 20 cents per case. On the new basis, prices on one box lots of Comfort are \$7.75 per case; on Surprise, \$7.75; Sunlight, \$7.50; Lifebuoy, \$6.60. It is indicated that even at these prices the market is very, very firm, and that higher levels may be reached by the first of the year seems quite within the realm of possibility.

The tendency in other lines seems to be fairly firm, this being shown in prices which are now ruling on 5-string brooms which are being quoted at \$11.00 per dozen; or in Black Knight stove polish which is being quoted at \$1.30 per dozen, and Kitchen Boquet which has advanced to \$3.00 per dozen.

Molasses Situation

Interesting; Syrup Sells

Toronto.

MOLASSES, SYRUPS.—The market remains very strong on molasses. The removal of the restrictions on the use of tin plate may mean that small size cans of molasses will be reinstated. There has been no definite advice come from the manufacturers in regard to this as yet, but it seems quite possible that the old range of sizes may now stick. Any orders which have been filled in the new sizes will, of course, go forward to the trade and be absorbed quite readily, as it may be some time before delivery of the old size containers will be possible. In the meantime the trade is working along normal lines, with very good demand in evidence from the retail trade.

There is nothing new to report in syrups. Indications are that the demand will continue heavy, and this in addition to the strengthening of the corn market which has been noticeable recently will be factors which will tend to keep prices on at least their present level. Supplies are very good and orders are coming along quite readily.

Corn Syrups.
Barrels, per lb. 0 07½
Cases, 2-lb. tins, yellow, 2 doz. in case 4 80
Cases, 5-lb. tins, yellow, 1 doz. in case 5 40
Cases, 10-lb. tins, yellow, ½ doz. in case 5 10
Cases, 2-lb. tins, white, 2 doz. in case 5 30
Cases, 5-lb. tins, white, 1 doz. in case 5 90
Cases, 10-lb. tins, white, ½ doz. in case 5 60
Half barrels, ¼c over bbls.; ¼ bbls., ½c over bbls.

Cane Syrups.
Barrels and half barrels, lb. ... 0 08
Cases, 2-lb. tins, 2 doz. in case 7 00

Molasses.
Fancy, Barbadoes, barrels 1 05
Choice Barbadoes, barrels 0 95
West India, ½ bbls., gal. 0 66
West India, No. 10, kegs 6 60
West India, No. 5, kegs 3 25
Tins, 2-lb., table grade, case 2 doz., Barbadoes 4 90
Tins, 3-lb. table grade, case 2 doz., Barbadoes 6 75
Tins, 5-lb., 1 doz. to case, Barbadoes 5 30
Tins, 10-lb., ½ doz. to case, Barbadoes 5 20
Tins, 2-lb., baking grade, case 2 doz. 5 50
Tins, 3-lb., baking grade, case of 2 doz. 7 40
Tins, 5-lb., baking grade, case of 1 doz.
Tins, 10-lb., baking grade, case of ¾ doz.
West Indies, 1½, 48s 6 95

Canned Goods

Trade Steady

Toronto.

CANNED GOODS.—Trade in all lines

of canned goods is along fairly good lines. The prices ruling on Aylmer canned peas are given out as follows: Standard, \$1.50 per dozen; Early June, \$1.67½; Sweet Wrinkle, \$1.92½; Extra sifted, \$2.25. A slight shading of the price on Pilchard's is noticeable in some quarters, quotations being made as low as \$1.90 per dozen. The trouble between the British Columbia salmon packers and the British Food Ministry seems to have been adjusted, and indications are that specifications of embargo noted in these columns two or three weeks ago will stand.

Salmon.
Sockeye, 1s, doz. 4 90
Sockeye, ½s, doz. 2 40
Alaska reds, 1s, doz. 3 75
Chums, 1-lb. talls 2 35
Do., ½s, doz. 1 35
Pinks, 1-lb. talls 2 25
Do., ½s, doz. 1 35
Cohoos, ½-lb. tins 1 85
Cohoos, 1-lb. tins 3 45
Red springs, 1-lb. talls 3 65
White springs, 1s, dozen 2 30
Lobsters, ½-lb., doz. 3 75
Pilchards, 1-lb. talls, doz. 1 90
Canned Vegetables.
Beets, 2s 1 90
Tomatoes, 2½s 1 80
Peas, standard 1 50
Peas, early June 1 67½
Beans, golden wax, doz. 2 00
Asparagus tips, doz. 3 42½
Asparagus butts 2 00
Corn, 2s, doz. 2 20
Pumpkins, 2½s 1 80
Spinach, 2s, doz. 1 50
Do., 2½s, doz. 2 52½
Do., 10s, doz. 7 55
Succotash, 2s, doz. 2 30
Pineapples, sliced, 2s, doz. 3 20
Do., shredded, 2s, doz. 3 00
Rhubarb, preserved, 2s, doz. 2 07½
Do., preserved, 2½s, doz. 2 65
Do., standard, 10s, doz. 4 50
Cherries, 2s 2 75
Peaches, 2s 2 87½
Pears, 2s 2 87½
Plums, Lombard, 2s 1 97½
Plums, Green Gage 2 17½
Raspberries, 2s, H.S. 4 50
Strawberries, 2s, H.S. 4 50
Blueberries, 2s 2 10
Preserved Fruits, Pint Sealers.
Peaches, pint sealers, doz. 3 40
Jams.
Apricot, 4s, each 0 84
Black currants, 16 oz., doz. 3 40
Do., 4s, each 0 98
Gooseberry, 4s, each 0 84
Peach, 4s, each 0 82
Red currants, 16 oz., doz. 3 45
Raspberries, 16 oz., doz. 3 40
Do., 4s, each 0 98
Strawberries, 16 oz., doz. 3 90
Do., 4s, each 1 08

Regulations on Export

Dried Fruit Modified

Toronto.

DRIED FRUITS.—Every effort to secure the removal of restrictions on the import of dried fruits is being exerted. Already the restrictions applying to export of raisins, apricots and figs have been lifted, and it is hoped that peaches and prunes may be allowed in also. Advice reaching the trade to-day indicated that all export licenses on prunes have been revoked, if not covered by a through bill of lading prior to November 2. However, it is understood that the Food Board is trying to have this regulation modified, and some announcement may be expected shortly.

Latest advices from the coast on raisins indicate that no more orders for three-crown and four-crown loose Muscatis will be filled in either the United States or Canada, and all unshipped

orders will be cancelled. This, it is indicated, is done in order to care for additional Government requirements. Shipments of layers and clusters for the Christmas trade have been cancelled by the shippers, as supplies could not reach Canada in time for the holiday season. This however, was not an exceptionally big factor in the situation locally. It is further stated that no more Vineyard run will be shipped on account of the poor quality. Apart from these changes it is indicated that supplies will come through in fair quantities on other grades as noted in last week's issue. A decline in the price of bleached Thompson's seedless to 17 cents per pound, and the Baker-Thompson seedless to 16 cents per pound has been recorded locally this week.

Apples, evaporated, Ontario.....	0 18	0 20
Do., do., New	0 16½	0 16½
Apricots, unpitted	0 16½	0 16½
Do., fancy, 25s	0 30	0 30
Do., choice, 25s	0 25½	0 27
Do., standard, 25s	0 22½	0 26
Candied Peels, American—		
Lemon	0 43½	0 43½
Orange	0 45½	0 45½
Citron	0 53	0 53
Currants—		
Grecian, per lb.	0 26	0 28
Australians, re-cleaned, ½ cs, lb.	0 25	0 27
Dates—		
Excelsior, kgs., 3 doz. in case	6 50	6 75
Dromedary dates, 3 doz. in case	7 50	7 75
Figs—		
Tapa, lb. ....	.....	.....
Malaga, lb. ....	.....	.....
Comadre figs, mats, lb.	0 13	0 14
Cal., 4 oz. pkgs., 70s, case	5 00	5 00
Cal., 8 oz., 20s, case	3 25	3 25
Cal., 10 oz., 14s, case	2 25	2 25
Prunes—		
30-40s, per lb.	0 18	0 18
40-50s, per lb.	0 19	0 19
50-60s, per lb.	0 16½	0 18
70-80s, per lb.	0 14½	0 16
80-90s, per lb.	0 13½	0 14½
90-100s, per lb.	0 12½	0 13
100-120s	0 10½	0 10½
Peaches—		
Standard, 25-lb. box, peeled	0 24	0 24
Choice, 25-lb. box, peeled	0 25	0 25
Fancy, 25-lb. boxes	0 22	0 22
Practically peeled, 25-lb. boxes	0 22½	0 22½
Extra choice, 25-lb. box, peeled	0 26	0 26
Raisins—		
California bleached, lb.	0 17	0 18
Seeded, fancy, 1-lb. packets	0 16	0 16
Seedless, 16-oz. packets	0 16	0 16
Seedless, Thompson's, 25s	0 16	0 16
Do., Bakers, Thompsons	0 16	0 17½
1 Crown Muscatis, floated, 50s	0 14	0 14

Tea Movement

Fair; Firm Undertone

Toronto.

TEAS.—A very fair movement of teas is reported locally. This is not an exceptionally heavy trade as yet, but shows a rather healthy condition in the retail market. There seems to be confidence that the market will not break and even higher levels would not come as any surprise. Indications point to a fairly heavy movement of teas from America to the devastated countries of Europe. This will bring stocks down here materially. It is indicated that one large Java importer has withdrawn all prices pending developments which may mean higher price levels.

Ceylon and Indias—

Pekoe Souchongs	0 46	0 48
Pekoes	0 48	0 56
Broken Pekoes	0 56	0 58
Orange Pekoes	0 58	0 60
Broken Orange Pekoes	0 60	0 62
Javas—		
Broken Pekoes	0 45	0 48

Japans and Chinas—

Early pickings, Japans	0 50	0 50
Second pickings	0 40	0 48
Hyson Thirds, lb.	0 40	0 48
Do., Seconds	0 50	0 55
Do., sifted	0 50	0 62

Coffee Ruling

Firm; Unchanged

Toronto.

COFFEE.—The market during the week shows little change. Prices are about where they were, and it is indicated that any free coffees are actively picked up. Prices locally show some revision to higher levels and the feeling is generally that the firm undertone will be maintained for some months.

Coffee—

Java, Old Government, lb.	0 38	0 44
Bogotas, lb.	0 35	0 38
Guatemala, lb.	0 34	0 36
Maracaibo, lb.	0 35	0 36
Mexican, lb.	0 38	0 38
Jamaica, lb.	0 33	0 34
Blue Mountain Jamaica	0 46	0 46
Mocha, lb.	0 38	0 40
Mocha, Arabian, lb. ....	.....	.....
Rio, lb.	0 27	0 32
Santos, lb.	0 32	0 35
Santos, Bourbon, lb.	0 34	0 36
Ceylon, Plantation, lb.	0 39	0 41
Chicory, lb.	0 30	0 32
Cocoa—		
Pure, lb.	0 25	0 30
Sweet, lb.	0 20	0 24

Spices Fairly Steady;

Nutmegs From England

Toronto

SPICES.—Reports from New York indicate that the markets generally are dull and easier. Lack of buying demand from manufacturing interests who seem fairly well stocked up for immediate requirements seems the reason for this. There has been no material price changes, some lines really tending upward, while others show little indication of activity either way. Retail buying has been very good and trade locally is generally satisfactory.

An interesting sidelight on improved conditions which may be expected to develop gradually from now on was revealed this week in the receipt by a Canadian importer of a cable from England offering a quantity of nutmegs. It was stated by this importer that this was the first cable from this firm offering goods in four year's time.

	Per lb.	
Allspice	0 18	0 25
Cassia	0 33	0 45
Cinnamon	0 45	0 60
Cayenne	0 30	0 35
Cloves	0 75	0 85
Ginger	0 30	0 45
Herbs — sage, thyme, parsley, mint, savory, marjoram	0 40	0 70
Pastry	0 28	0 40
Pickling spice	0 22	0 30
Mace	0 90	1 10
Peppers, black	0 44	0 46
Peppers, white	0 50	0 55
Paprika, lb.	0 60	0 65
Nutmegs, selects, whole, 100s ..	0 45	0 50
Do., 80s	0 55	0 55
Do., 64s	0 60	0 65
Mustard seed, whole	0 40	0 55
Celery seed, whole	0 75	0 75
Coriander, whole	0 25	0 35
Caraway seed, whole	0 90	1 00
Tumeric	0 30	0 30
Cream of Tartar—		
French, pure	1 00	1 10
American high test .....	.....	.....
2-oz. packages, doz.	2 00	2 00
4-oz. packages, doz.	3 50	3 50
8 oz. tins, doz.	6 75	6 85
Tartarine, barrels, lb.	0 21	0 21
Do., 8 oz., doz.	1 75	1 75
Do., 16 oz., doz.	3 25	3 25

California Walnuts

Come; Brazils Scarce

Toronto.

NUTS.—A shipment of California walnuts reached the trade this week, and are being quoted at 40 to 42c per pound. New York markets report filberts and almonds slightly easier while walnuts are holding up quite well. Brazil nuts are reported as very scarce. Some shading of prices locally is noted in shelled almonds, walnuts and peanuts. Business is very fair. Quotations range as follows:

Almonds, Tarragonas, lb.	0 27	0 32
Walnuts, California, lb.	0 40	0 42
Walnuts, Grenobles, lb.	0 33	0 36
Walnuts, Manchurian, lb. ....	.....	.....
Filberts, lb.	0 20	0 25
Pecans, lb. ....	.....	0 30
Cocoanuts, Jamaica, sack	9 00	9 50
Peanuts, Jumbo, roasted	0 24	0 25
Brazil nuts, lb.	0 28	0 29
Shelled—		
Almonds, lb.	0 45	0 50
Filberts, lb.	0 38	0 45
Walnuts, lb.	0 73	0 77
Peanuts, Spanish, lb.	0 17	0 18
Do., Chinese, 30-32 to oz.	0 14	0 15
Brazil nuts, lb. ....	.....	0 85

Interest Lags

in Bean Market

Toronto.

BEANS.—There is nothing whatever new to report in the situation on this line. Supplies are fairly heavy and there is no great buying interest developing. Prices rule without change with the movement very slow.

Ontario, 1-lb. to 2-lb. pickers, bu.	6 00	6 75
Do., hand-picked	8 00	8 00
Can. White Kidney Beans, bush.	8 40	9 00
Japanese Kotosashi, per bush.	8 00	8 00
Rangoons, per bush.	6 00	6 50
Limas, per pound	0 17½	0 19

Rice Situation

Remains Steady

Toronto.

RICES.—The market rules without any quotable change this week. Supplies are very good and the demands keeping up fairly well. Quotations which are being made to the trade are on the following levels:

Texas, fancy, per 100 lbs.	12 50	13 00
Blue Rose Texas, per 100 lbs.	12 75	13 50
Honduras, fancy, per 100 lbs.	13 00	13 50
Siam, fancy, per 100 lbs.	10 50	11 50
Siam, second, per 100 lbs.	10 00	11 00
Japana, fancy, per 100 lbs.	11 00	12 00
Japans, second, per 100 lbs.	10 00	11 00
Chinese XX, per 100 lbs.	9 50	10 50
Do., Simiu .....	.....	13 00
Do., Mujin, No. 1 .....	.....	12 00
Do., Pakling .....	.....	11 50
Tapioca, per lb.	0 14½	0 16
White Sago	0 14½	0 16

Cereals Rule

With Firm Undertone

Toronto.

PACKAGE GOODS.—There has been no particularly interesting developments in the market on package goods this week. Cereals are ruling with a very firm undertone and there is no indication of any recession from present values. The demand for all lines is only normal, which means none too heavy.

PACKAGE GOODS

Rolled Oats, 20s round, case	\$5 60
Do., Do., 20s square, case	5 60
Do., Do., 36s, case	4 00
Do., Do., 18s, case	2 00

Corn Flakes, 36s, case	4 00	4 25
Shredded Wheat, 36s, regular, case		4 50
Cooker Package Peas, dozen		1 50

Honey Reports Vary; Maple Syrup Steady

Toronto.

HONEY, MAPLE SYRUP.—It is indicated that buying prices on honey have gone down from 1 to 2 cents per pound. It is also indicated that the demand is very poor. This is brought out by the fact that supplies are fairly heavy, although some sources report a very fair volume of sales even at high prices, which are ruling. Prices to the trade have not shown any change during the week, ranging at the following levels:

Honey—		
5-lb. tins	0 28	0 30
Clover, 2½-lb. tins	0 29	0 30
10-lb. tins	0 28	0 29
Buckwheat, 60-lb. tins	0 27	0 28
Comb, No. 1, fancy, doz.	3 75	4 25
Do., No. 2, doz.		3 00

Maple Syrup—		
No. 1, 10-lb. tins, 6 to case ..	15 10	
No. 2, 5-lb. tins, 12 to case ..	17 10	
No. 3, 2½-lb. tins, 24 to case ..	18 50	
No. 3, 32-oz. bottles, 24 to case ..	16 70	
Gallon tins, Imperial, per gal.	2 25	
5-gallon tins, Imperial, per tin ..	10 50	
Barrels, 25 or 40 Imp. gals., gal.	2 00	

Apples Firm; Navels Arrive; Lemons Down

Toronto.

FRUITS.—There is some tendency towards a stronger market on the barreled apples. This is due to the possibility of some export business being done, it being indicated that prices are being sought and the quantities available for shipment overseas being asked for. In the box apple the market is very firm. Winesaps will be the big seller from now on, and primary points show a stiffening in price amounting to as much as 15c per box. It seems quite possible that the first of the year may see higher prices. Bananas are higher at primary points, and the supply is light, similar conditions being reflected locally. Cranberries are higher at primary points, and the relief of the sugar situation may be a factor which will strengthen the berry market; supplies are fairly well cleaned up. Grapefruit is easier locally, though a firmer tone is developing at primary points. This, it is thought, does not mean higher prices, or at least not appreciably so, as supplies are very good and marketing conditions so far satisfactory. The first California navel oranges are in this week. The primary market is easier but is still considered high. There is little expected from Southern California before the middle of December. Lemons are easier, supplies from California being plentiful; some think bottom has been reached. There seems little prospect of any early arrivals of business in Canada; prices are high and transportation still difficult.

Apples—		
11-qt. basket	0 30	0 50
Do., B.C. McIntosh Reds, box ..	3 00	3 25
Do., B.C. Jonathans, box ..	3 25	3 40
Do., Rome Beauty, box ..		3 50
Do., Delicious, box ..		4 00
Do., Ontario Kings, box ..		2 50
Do., Do., York Imperial, box ..		1 75
Do., Do., Blenheim, box ..		1 75

Do., in Barrels.	No. 1	No. 2	No. 3
Kings	6.00	5.50	5.00
Greenings	5 50	4.50-5.50	3.25-4.25
Baldwins	5 50	5 00	3.25-4.25
Spys	6 50	6 00	4 00
Russets		5 50	5 00
Tolman Sweets		5 50	5 00
Bananas, per lb.			0 08
Cranberries, bbls.		11 50	14 00
Do., boxes (28-30 qts.)		4 00	5 00
Grapes—			
Cal. Emperors, kegs'			8 50
Do., Almeria		10 50	13 00
Grapefruit—			
Florida, 46s, 54s		4 00	5 00
Do., 64s, 80s			5 00
Do., 96s		4 75	5 50
Jamaica, all sizes			4 00
Oranges—			
Florida, 126s, 150s, 176s, 200s.			
216s, 250s	6 00	6 50	
Do., 288s, 324s	5 50	6 00	
Florida Tangerines, all sizes,			
½ box			4 50
California navels, all sizes.			10 00
Mexicans, all sizes			5 00
Lemons, Cal., case		6 00	7 50
Pears, Cal.		5 00	

Head Lettuce, Casaba Melons Offering

Toronto.

VEGETABLES.—Head lettuce is being offered the local trade this week at \$3 per case. Casaba melons have also come to hand and in cases of six to eight are selling at \$3.50 per case. Sweet potatoes are in moderate supply, the first shipment of Delawares being expected this week. It is thought Ontario and New Brunswick potatoes have reached about the lowest point they will reach this year.

Cabbage, Can., crate		
Do., do., doz.		
Carrots, bag	1 00	
Celery, Fancy Thedford, crates ..	4 50	
Lettuce, head, case	3 00	
Melons, Casaba, 6-8 to case, case ..	3 50	
Onions, Can. Yellow, 100-lb. bag.	2 25	2 40
Parsnips, bag	1 25	
Potatoes, New Jersey sweet, ham-		
per	3 00	3 10
Potatoes, Ontario, bag	1 75	1 85
Do., N.B. Delawares, bag		2 15
Turnips, bag		0 75

Only Fair Movement Flour

Toronto.

FLOUR.—Mills are working along on government standard wheat flour, but the movement to the trade as yet is along comparatively narrow lines. A better demand, however, is looked for. The price remained unchanged at decline recorded last week as shown here-with:

FLOUR	
Government Standard, 74% Extraction.	
Manitoba Wheat Flour, in carload ship-	
ments, on track, bbl.	\$11 25

Sales Mill Feeds Continue Satisfactory

Toronto.

MILL FEEDS.—Sales are actively maintained in all lines of mill feeds. Orders continue to come along quite freely and pressing requirements of the trade are being taken care of at unchanged prices.

MILL FEEDS—	
	In carlots, track
Bran, per ton	\$37 00
Shorts, per ton	42 00

Substitute Flour Still a Problem

Toronto.

CEREALS.—Some doubt seems to exist in the minds of the trade as a whole as to just what the Food Board is going to do in regard to substitute flours. One report indicates that the Food Board has decided to help dealers dispose of their surplus stocks, and it is stated that if the Board is communicated with at once, blank forms will be supplied the trade to be filled in with quantity of each substitute on hand and actual cost to dealer, and the Board will shortly advise disposition of same. It is further intimated, however, that the millers of substitute flours have been offered a price far below cost for their stocks. At best there seems no absolute certainty as to just what will develop. The cereal market is strong. Oats and corn show fluctuations, but the tendency seems gradually upward, and this must have an influence on prices of the cereals. For the week the market has held un-
changed.

	Single Bag Lots	F.o.b. Toronto
Barley, pearl, 98s	\$6 25	\$6 75
Barley, pot, 98s	5 00	5 20
Barley Flour, 98s	5 50	6 00
Buckwheat Flour, 98s	7 25	8 00
Cornmeal, Golden, 98s	5 15	6 00
Do., fancy yellow, 98s.	4 65	5 40
Corn flour, white, bbl.	9 80	10 35
Do., Government standard, bbl.	9 35	10 15
Hominy grits, 98s	5 50	6 60
Hominy, pearl, 98s	5 25	6 10
Rollad Oats, 90s	5 10	5 25
Oatmeal, 98s	5 85	6 00
Potato Flour, lb.		0 18
Oat Flour	5 50	6 20
Rollad wheat, 100-lb. bbl.	6 75	7 00
Rice Flour, per 100 lbs.	9 50	12 00
Rye Flour, 98s	6 50	7 25
Peas, split, lb.	0 07½	0 09½
Blue peas, lb.	0 11	0 15

Above prices give range of quotations to the retail trade.

60 DEGREES THE LOW TEMPERA- TURE FOR BANANAS

Chilling of bananas by keeping them in temperatures lower than 60 degrees is responsible for a large loss in this fruit and also the dull appearance which loses sales for the merchant, according to an old banana salesman. There is nothing so attractive and easily sold as a bright banana in prime condition. On the other hand, there is hardly anything so unsaleable as the graveyard gray, sickly appearing, chilled banana. The great bulk of the loss in chilled bananas develops after the fruit has left the wholesaler's hands and is hung in the windows of the retail establishment. A few minutes spent in seeing that your bananas are properly protected during the cold weather will amply repay you for the time thus used and give unbounded satisfaction in the results obtained. Now is the time to give this matter attention. The season will be here shortly when temperatures under sixty will be the rule in the store. Get into the habit of looking after your bananas every night before closing up. The result will be that you will enjoy the best banana business this winter you have known in your history.

WEEKLY MARKET REPORTS BY WIRE

Statements From Buying Centres, East and West

Alberta Markets

FROM CALGARY, BY WIRE.

CALGARY, Alta., Nov. 26.—Carnation milk advanced twenty-five cents a case. Soaps are higher. Royal Crown thirty-five, Sunlight thirty-five, Lifebuoy twenty cents case. Flour is ten seventy. Lard threes nineteen eighty. China rice four forty-five and four eighty-five. Regal salt advanced 10c. a case. Chase and Sanborn coffee one cent pound. Shipment of Clover Leaf sock-eye salmon arrived. Halves are selling at eighteen fifty and ones at sixteen fifty to sixteen seventy-five. Small Ashcroft white beans offering at ten fifty to twelve per hundred. Local potatoes thirty-two dollars. Navel oranges are quoted at ten to thirteen. Lemons twelve. Local stocks of storage eggs are almost finished. New laids are selling at sixteen fifty.

Beans, small white, per cwt.	10 50	12 00
Beans, small, ivory, lb.	0 07	0 08
Beans, Kootenashi	14 00	
Flour, 98s, per bbl.	10 70	
Rye flour, 49s, per bbl.	10 60	
Cornmeal, 24s, per bbl.	11 00	
Rolls oats, 80s	4 60	
Rice, Siam, cwt.	9 25	10 00
Rice, China mat.	4 45	4 85
Tapioca, lb.	0 14	
Sago, lb.	0 14	
Sugar, pure cane, granulated, cwt.	11 02	
Cheese, No. 1, Ontario, large.	0 28	
Butter, creamery, lb.	0 49	
Do., dairy, lb.	0 35	0 40
Lard, pure, 3s, per case	19 80	
Eggs, new-laid, case	16 50	
Eggs, No. 1 storage, case	15 50	16 00
Candied peel, lemon, lb.	0 34½	
Do., orange, lb.	0 36½	
Do., citron, lb.	0 39½	
Tomatoes, 2½s, stand. case, spot	3 75	4 25
Corn, 2s, case	4 80	5 00
Peas, 2s, standard case		3 50
Apples, gals., Ontario, case	2 20	2 85
Strawberries, 2s, Ontario, case		8 50
Raspberries, 2s, Ontario, case	8 50	8 75
Cherries, 2s, red, pitted		6 40
Apples, evaporated, 50s, lb.		0 18
25s, lb.		0 18¾
Apricots, evaporated, lb.	0 26	0 29
Peaches, evaporated, lb.	0 18	0 20
Peaches, 2s, Ontario, case		4 75
Salmon, pink, tall, case	9 00	10 25
Salmon, Sockeye, tall, case	16 50	16 75
Do., halves		18 50
Potatoes, per ton		32 00
Oranges, navels	10 00	13 00
Oranges, Florida	9 50	10 00
Lemons, case		12 00
Grapefruit	7 50	8 00

potatoes this year, but this prospect is having no immediate effect on prices. Producers who have held back stocks awaiting higher market will be disappointed, but since the cold weather has arrived not much change is expected before spring, when slump is anticipated. There are no Messina lemons on market. Californias show a sharp drop to \$9. The only oranges arriving are from Florida, these are selling at \$8 to \$9. Bananas are higher, 9c. Canned raspberries advanced to \$8.80, salmon pinks, \$11 to \$11.50, Cohoes, \$14.25 to \$14.50. Evaporated apples are easier and are quoted 16½ to 17. No evaporated peaches are available.

ST. JOHN, N.B.:

Flour, No. 1 patents, bbls., Man.	12 65	
Cornmeal, gran., bags	7 00	
Cornmeal, ordinary, bags	3 65	3 75
Sugar—		
Standard, granulated	10 35	10 40
No. 1, yellow	9 85	9 90
Cheese, N.B., twins	0 29	0 29½
Eggs, fresh, doz.		0 60
Eggs, case	0 53	0 55
Breakfast bacon	0 38	0 40
Butter, creamery, per lb.	0 48	0 50
Butter, dairy, per lb.	0 45	0 48
Butter, tub	0 43	0 44
Margarine	0 30	0 32
Lard, pure, lb.	0 35	0 35½
Lard, compound	0 28	0 28½
American clear pork	55 00	62 00
Beef, corned, 1s		4 90
Tomatoes, 3s, standard, case		4 40
Raspberries, 2s, Ont., case		8 80
Peaches, 2s, standard case		6 00
Corn, 2s, standard case		4 90
Peas, standard case		3 30
Apples, gal., N.B., doz.		4 40
Strawberries, 2s, Ont., case		6 20
Salmon, Red, spring, cases		

Pinks	11 00	11 50
Cohoes	14 25	14 50
Chums		8 50
Evaporated apples, per lb.	0 16½	0 17
Peaches, per lb.	0 22	0 23
Potatoes—		
Natives, per bbl.	3 50	3 75
Onions, Can., 75-lb. bags	1 90	2 10
Lemons, Cal.		9 00
Oranges, Cal., case		
Oranges, Florida	8 00	9 00
Grapefruit, case	6 50	7 00
Bananas, per lb.		0 09
Apples, N.S.	2 00	5 00

DO YOU CARE FOR OSTRICH MEAT?

J. E. Cogdell, manager of one of the largest ostrich farms in America, situated near Phoenix, Adiz., will slaughter 800 birds that are in excellent condition for eating. They will be dressed and placed on the market at 15 cents a pound. These 800 ostriches represent 25,000 pounds of dressed meat.

The war is responsible in two ways for this action. In the first place Mr. Cogdell would never think of slaughtering his beautiful birds, the progeny of those imported several years ago from Africa, but for the fact that the war has put the festive ostrich plume more or less out of business.

In the second place, the war shortage of meat is responsible for the issuance of the order permitting the slaughter and sale. And thus it comes to pass that Arizona, or part of her populace at least, is preparing to celebrate "ostrich day."—*Illustrated World*.

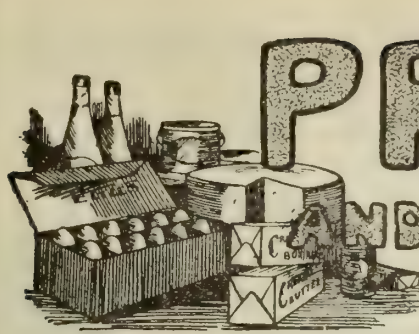


An attractive, conventional arrangement for Christmas.

New Brunswick Markets

FROM ST. JOHN, BY WIRE.

ST. JOHN, N.B., NOV. 26. — New Brunswick will have a large surplus of



PRODUCE AND PROVISIONS

Meat and Provisions Business Builders

Meat Department Becoming More and More Essential if Competition is to be Met—
An Effective Combination—Cooked Meats One of the Best
Items in Store Business

THE grocery business must of necessity develop along the meat and provision line, is the opinion of H. Malcolmson, of Chatham, Ont. Mr. Malcolmson does a very substantial and profitable business in cooked and cured meats, fostered by effective display and modern handling equipment, but his contention is that this department does not go far enough, and he is contemplating the early addition of a fresh meat department. The contemplated addition is not the result of any ambition to enlarge the activities of the store, but merely the result of the judgment that such a course is the only way to meet present conditions. The butcher is adding more and more of the grocery lines. At first it was only vegetables, then came canned goods, meat sauces, until at present the majority of butchers are stocking a fairly complete grocery line. There can be no objection to such a course. It is quite a legitimate business, but it unquestionably means that trade will drift to the man giving the double service. That is Mr. Malcolmson's contention, and that is the reason that he and many other merchants have either adopted the double service store idea, or are contemplating the addition of a real meat department to the store.

Found Meat Department Essential

George Nairn of the house of Nairn, Windsor, Ont., is of the same opinion. The store has a meat department selling fresh and cooked meats and fish. This department is given the same prominence as the grocery department. Each occupies one side of the store. Mr. Nairn, when spoken to by CANADIAN GROCER recently, stated that he went into the butcher business to protect his grocery trade. He found that so many of his customers, who had of course to go to the butcher store almost daily for their household needs, were by degrees curtailing the custom given to the store. It might not be a large item in the individual case, but the total loss mounted up to respectable figures. As a result of his belief that the only way to meet this competition was to

meet it on the same ground, resulted in the installation of a butcher department.

Enlarged Number of Customers

The results, Mr. Nairn states, have been thoroughly satisfactory. Not only has he been able to hold the custom that was gradually drifting away, but he has found that it has been a builder of business for him. His is a down town store at quite a distance from some of the residential sections, and the stores more closely situated has that one little element of accessibility in their favor. Windsor is not so large a town, however, that people cannot readily get down town and so they have, many of them, been more or less steady customers of the store. The addition of the meat department put the store in a position to attend to practically all their needs, a convenience that the housewife was not slow to recognize, and as a result the business has developed strikingly since the change, and they serve an unusually large stretch of country, going into and beyond some of the adjoining towns.

Mr. Nairn does not run these two departments as separate businesses, and it is therefore not possible to state definitely just what proportion of the annual turnover is to be credited to each particular department. It is possible however to state that the business has distinctly improved through the changed conditions, and that there is no question of a doubt that the meat department is carrying itself, and showing a handsome profit, while at the same time being a factor in building up the grocery business.

Built Grocery Business from Nucleus of Butcher Store

N. Barker, Walkerville, Ont., is another merchant who finds the combination of grocery and meat business a great success. Mr. Barker developed the business from the meat to the grocery business, and he has now a well stocked and equipped grocery department at one side of the store, and the meat department at the rear, with a large glass faced refrigerator with a large display of meat forming the background of the store. Mr.

Barker has found the combination a great success, and the fact that he has been able to build up a thriving grocery business is argument enough in itself for the effectiveness of the meat department as a trade bringer. He has found that these businesses work marvelously well together, one appearing to be the natural complement of the other, and each doing its share in producing profit, while the overhead charges are not materially increased, as no larger accommodation is required. Business, Mr. Barker states, has been of a first-class order since the new system was introduced.

Meat Department May Not Always be Feasible

It is not everyone, of course, who can go into the meat business. In the first place it involves a considerably enlarged outlay of capital, and it entails a demand for space that is not always available in the store. There are many other reasons as well that may be urged as a reason why more merchants have not added this department. There is no such argument to be urged however against the adoption of a really aggressive business campaign to keep the provision department before the public. There is a nice business to be done in cooked and smoked meats. It is true that present high prices may have taken some of the profit from this line, and there have been merchants who have suggested discontinuing the department. Such a policy is far from wise. Even if these goods did not pay a cent of profit, which is, of course very far from the fact, they would still be worth handling because of the additional trade that they bring to the store. They are not commodities that are sold alone. They naturally associate themselves in the customer's mind with other articles. If the customer is compelled to go to the butchers for bacon or ham, the chances are that the butcher will also get her order for eggs, and probably butter as well.

Provision Department Effective and Inexpensive to Equip

Fortunately the provision department

is not one that is expensive to handle. No equipment is absolutely essential, although the modern meat slicer and cheese cutter will be found to be an almost invaluable aid in making this department a real asset. Cleanliness and care in handling however are about the only essential factors.

Putting Department at Front of Store

C. O. Gardner, Ridout street, London, has built up a very satisfactory business in this department by keeping it at the front of the store, where the customer must pass in entering. The location of the department in this part of the store is rather unusual, but it is an effective method of encouraging its sale, as Mr. Gardner's experience has proved. It must be kept thoroughly clean, that is essential, Mr. Gardner claims, or the very thing aimed at by this prominent location will be its undoing, there being nothing that so readily becomes unappetizing with careless handling, and nothing that is so attractive when properly handled.

W. R. Wood, who has a general store at Turiff, Ont., states that the provision department represents about one-tenth of his annual turnover. This is in meats alone, because he does as well a jobbing business in eggs and butter that materially increases the production.

Other Favorable Opinions

Nelson & Co., Acton, Ont., are another firm who have made a success of this department. Their turnover in this department alone is about 15 per cent. of the total sales of the year, and this mounts up into a very sizable item when stated in dollars and cents. D. A. Hill, Waterford, Ont., is an enthusiastic handler of provisions. He handles bacon, cooked meats and sausages, and has a special department for these goods at the rear of the store. The sales in this line are about 25 per cent. of the total yearly sales.

These few opinions are sufficient to indicate the growing importance of the meat and provision end in the present grocery situation.

EUROPE'S LIVESTOCK SHORTAGE Situation Acute, and Must of Necessity Make Large Demands on Canadian Production

In this and former issues of CANADIAN GROCER, it has been contended that the sharp demand for any and all food commodities will of necessity maintain prices, and that therefore there can be no sharp declines in prices. In confirmation of this opinion, Sir William Goode, of the British Ministry of Food, has cabled the Canada Food Board an after-the-armistice statement of the livestock in the chief European countries, which is of the utmost significance. He says:

"There is through Europe a serious deterioration in the numbers of livestock. The Allied and neutral home-produced meat supplies cannot improve for several months, hence an insistent demand for overseas supplies will be

inevitable. The meat situation in Germany, and especially in Austria-Hungary, is considerably more difficult than we had anticipated, thus further increasing the call upon exportable surpluses to the limit of our transport capacity.

"Owing to the universal reduction of pigs, the world production of bacon, hams, pork, and lard at present is unequal to the demands, including those of the United Kingdom, which has always been by far the largest consumer of imported pig products.

"The milk yield in general is greatly diminished; in fact, almost to a vanishing point in central Europe. Holland, Switzerland, and Scandinavia, which are normally large exporters of dairy products, will probably not have any considerable surplus for the United Kingdom, which will thus be practically dependent on imported fats entirely from the Dominion and the United States."

The following show the decreases in most of the countries given in Sir William Goode's cablegram:

Cattle—France, 2,366,000; Italy, 996,000; Denmark, 345,000; Sweden, 599,000; Germany, 2,200,000; Austria-Hungary, considerable.

Sheep—France, 2,258,000; Italy, 138,000; Denmark, 47,000; Holland, 200,000; Austria-Hungary, considerable.

Pigs—France, 2,815,000; Italy, 354,000; Denmark, 1,873,000; Sweden, 352,000; Holland, 162,000; Germany, 19,306,000; Austria-Hungary, considerable.

POTATOES AND TURNIPS A RECORD CROP

Exceed Last Year's Production by Millions of Bushels—Fodder Crops Good Also

The Dominion Bureau of Statistics, in its report on the potato, root vegetables and fodder crops, shows a very satisfactory improvement over the preceding year. Potatoes and turnips show particularly satisfactory returns.

Potato Harvest of 1918

The returns already published showed that the total area planted to field potatoes in Canada this year was 735,192 acres, as compared with 656,958 acres in 1917, both years establishing records. The estimated yield per acre for Canada this year is 143½ bushels, as compared with 121½ bushels last year, and with 150¼ bushels, the average for the ten years 1908-17. The total estimated yield of potatoes for 1918 is 105,579,700 bushels, as compared with 79,892,000 bushels last year. The yield for 1918 is the highest on record, the previous record being over 99 million bushels in 1909. By provinces, the highest average yield per acre is in British Columbia, 228 bushels, the other provinces ranging in order as follows: Nova Scotia 194, Manitoba 185, Prince Edward Island 170, New Brunswick 158, Quebec 147, Ontario 123, Saskatchewan 116¼, and Alberta 70½ bushels per acre. The largest acreage and production of potatoes this year is in Quebec, the total yield being 38,936,000 bushels from

264,871 acres. Ontario being next, with 20,443,000 bushels from 166,203 acres. The average value per bushel of the potato crop is 98 cents, as compared with \$1 last year, and the total value is \$103,636,100, as against \$80,804,400 last year.

Root and Fodder Crops

The total yield of turnips and other roots is estimated at 120,767,900 bushels from 343,037 acres, an average per acre of 352 bushels, as compared with last year's total of 63,451,000 bushels from 218,233 acres, the average yield per acre being then 290¼ bushels. Hay and clover give the record yield of 14,595,000 tons from 10,544,625 acres, an average per acre of 1½ tons. The corresponding figures last year were 13,684,700 tons from 8,225,034 acres, or 1¼ tons per acre. The previous record yield of hay and clover was 14,527,000 tons in 1916. The average value per ton of hay and clover is \$9.75 as against \$10.33 per ton last year. Alfalfa shows a yield of 448,600 tons from 196,428 acres, or 2¼ tons per acre, as compared with 262,400 tons from 109,825 acres, or 2½ tons per acre last year. Of fodder corn, the estimated yield is 4,203,150 tons from 502,069 acres, an average per acre of 8¼ tons.

The total area under root and fodder crops, including potatoes, turnips, etc., hay and clover, alfalfa and fodder corn, amounts to 12,321,351 acres, as compared with 9,576,568 acres in 1917. In total value at local prices these crops amount for 1918 to \$330,975,825, as compared with \$268,310,300 in 1917.

MONTREAL ABATTOIR RENDERING PLANT TO BE CLOSED 60 DAYS

The large rendering plant of the Montreal Abattoirs Company, Montreal, in the east end of the city will be closed on December 7 for sixty days, pending the conclusion of negotiations with the city commissioners regarding the closing of this plant.

For the sixty days that this plant will be closed all the rendering will be done at the Point St. Charles plant of the company, where the machinery is of an improved type, and it is understood that it is to be further improved in the near future.

No statement has been made by the commissioners as to what shape the settlement of the question will take.

WHO SAID "THE GOOD OLD DAYS?"

According to an exchange, the following high prices prevailed on food stuffs during 1776, which are somewhat higher than the present and if effective now, would cause heart failure to us:

Meat.....	\$1.00 to \$2.00 per lb.
Corn.....	\$25.00 per bu.
Rye.....	\$30.00 per bu.
Potatoes.....	\$10.00 per bu.
Molasses	\$12.00 per gal.
Flour	\$5.00 per cwt.
Cider	\$40.00 per bbl.
Cheese	\$2.00 per lb.
Butterine	\$3.00 per lb.
Sugar	\$3.00 per lb.

Produce, Provision and Fish Markets

THE MARKETS AT A GLANCE

REVISED prices have been issued on some lines of dressed meats, medium hams showing a stiffer tendency, while breakfast and roll bacon and barrel pork are easier. Dressed hogs have also declined 1c per pound in some quarters.

Live hogs are fairly steady, and whereas the market early in the week seemed to carry an easier feeling, it was expected \$18.50 per cwt., fed and watered, would probably be the ruling quotation. The run has been only fair, and receipts will largely determine values.

Lard has declined $\frac{1}{2}$ c per pound, this being due, it is thought, to a better supply, though no accumulation of stocks is reported in view of the heavy demand. Shortening is very firm, and some markets reported an advance of $\frac{1}{4}$ c per pound. The set price on cottonseed oil will exercise a stabilizing influence on this market, though question of supplies after January 1 is again being raised. The possible demand from overseas is reason assigned for somewhat uncertain situation.

New laid eggs are in good demand, it being indicated that it is hard to get enough to take care of business offering. Prices have advanced 5c per dozen. Other grades show no change, and are moving steadily.

A general revision upward in buying prices of poultry has been effected, practically every item on the list showing an advance of 1c to 2c per pound. Supplies are coming along quite freely, and show a better grade than those arriving two or three weeks ago.

Whitefish and trout have advanced 1c per pound. Supplies of fish generally are very good and sales well maintained.

Big Run Hogs, Price Up 25c

Montreal.

PROVISIONS.—A big run of hogs did not serve to lower the price this week, the re-action being the other way, with 25c per 100 pounds more being asked. There is a great deal of demand for export account, but local demand, on the other hand, has not been overly large. Provisions are active and steady, with supplies adequate for all requirements.

Hogs, Dressed—		
Abattoir killed, small	25 00	25 50
Do., heavy, 225-275 lbs.		24 50
Hogs, live		18 25
Hams—		
Medium, smoked, per lb.—		
(Weights) 16-25 lbs.	0 35	0 36
Large, per lb. (wgh.) 25-35 lbs.	0 32	0 33
Backs—		
Plain	0 43	0 44
Boneless, per lb.	0 46	0 47
Bacon—		
Breakfast, per lb.	0 43 $\frac{1}{2}$	0 44
Roll, per lb.	0 33 $\frac{1}{2}$	0 34 $\frac{1}{2}$
Dry Salt Meats—		
Long clear bacon, ton lots.	0 29	0 29 $\frac{1}{2}$
Long clear bacon, small lots.	0 29 $\frac{1}{2}$	0 30
Fat backs, lb.	0 29 $\frac{1}{2}$	0 30
Cooked Meats—		
Hams, boiled, per lb.	0 53	0 54
Hams, roast, per lb.		0 54
Shoulders, boiled, per lb.		0 46
Shoulders, roast, per lb.		0 48
Barrel Pork—		
Canadian short cut (bbl.) ..		\$56 00
Clear fat backs (bbl.) ..		58 00
Short cut clear pork (bbl.) ..		56 00
Heavy mess pork (bbl.) ..		53 00
Bean pork (bbl.) ..		52 00

Seasonable Demand For Pure Lard

Montreal.

LARD.—In accordance with the de-

mand of the trade, prices are steady but unchanged. Country and city business has held on a fair basis with the undertone firm. Supplies are ample for the existing demand.

Lard, pure—		
Tierces, 400 lbs., per lb.	0 32	
Tubs, 50 lbs.	0 32 $\frac{1}{2}$	
Pails, 20 lbs., per lb.	0 32 $\frac{3}{4}$	
Bricks, 1 lb., per lb.	0 34	

Shortening Prices Are Up Slightly

Montreal.

SHORTENING.—There is a firmer feeling in the shortening market, this being apparent in the advance of one quarter of a cent per pound. It is probable that any change recorded in the near future will be that of a fractional nature, the control exercised over cottonseed oil tending to stabilize the market.

Shortening—		
Tierces, 400 lbs., per lb.	0 26 $\frac{1}{2}$	0 26 $\frac{3}{4}$
Tubs, 50 lbs.	0 27	0 27 $\frac{1}{4}$
Pails, 20 lbs., per lb.	0 27 $\frac{1}{4}$	0 27 $\frac{1}{2}$
Bricks, 1 lb., per lb.	0 28 $\frac{1}{2}$	0 28 $\frac{3}{4}$

Arrival Margarine Eases Local Prices

Montreal.

MARGARINE.—The arrival of heavier stocks of margarine this week has created an easier market. Thus, the range on best grades which has been 34-36c per pound in prints, is shaded to 34-35c this week. With colder weather it is expected that demand will be better.

Margarine—		
Prints, according to		
quality, lb.	0 34	0 35
Tubs, according to		
quality, lb.		0 30

Butter Undertone Is Very Strong

Montreal.

BUTTER.—The market is without definite price change, but the undertone is particularly strong. It is to be noted that a great deal of butter has come here this season and that supplies of late, of finest creamery, have changed hands at high prices. The firmness at buying points and in local wholesale circles has not yet manifested itself in actual price change, from a jobbing standpoint, but indications certainly do not point to any decline.

Butter—		
Creamery prints (storage) ...		0 51
Creamery solids (storage) ...		0 50
Dairy prints, choice		0 44
Dairy, in tubs, choice		0 42

Cheese Very Firm; Twins Up $\frac{1}{4}$ c

Montreal.

CHEESE.—The market is firm and twins are up one quarter of a cent per pound. This is an indication of how firmly the outside conditions remain, the prices at country sales having been maintained on the highest levels yet. Some of these sellers have refused to dispose of their make when they could not get the highest price, and as a consequence the market has held up. Local trade is seasonably good.

Cheese—		
Large, per lb.	\$0 28	
Twins, per lb.	0 28 $\frac{1}{4}$	
Triplets, per lb.	0 27 $\frac{1}{2}$	0 28
Stilton, per lb.		0 30
Fancy, old cheese, per lb.		0 30

Storage Eggs Firmer, New Laid Scarce

Montreal.

EGGS.—The undertone of the storage egg market has been firmer this week, but prices have made no actual change. There is so much demand from all sources that the storage supplies are heavily taxed all round. New laid are gradually getting scarcer, and it will be some time before there is a change for the better in the matter of supplies of these. The tendency is to advance, for all grades.

New-laid (selects)		
Selects	0 70	
No. 1	0 53	0 54
No. 2	0 49	0 50
No. 3		0 47

More Turkeys Come; Prices Firm

Montreal.

POULTRY.—More turkeys are being delivered to this market, of the dressed variety, and there is a noticeable improvement in the condition of the birds. There is still room for a great deal of better conditioning, and the farmer seems slow to take the advice which

has been passed on through various channels regarding this point. There are no changes for the week and for the good stock, the consumer is willing to pay a fair price, say the produce men.

Chickens, roast (3-5 lbs.)	Dressed	\$0 38
Chickens, roast (milk fed)		0 43
Broilers (3-4 lb. pr.)		0 40
DUCKS		
Brome Lake		0 47
Young Domestic		0 38
Turkeys (old toms), lb.		0 40
Turkeys (young)		0 40
Geese		0 30
Old fowls		0 36

Cured Haddies Up, Oysters Lower

Montreal.

FISH.—Some advances are made this week. Smoked haddies, smoked herrings and smoked cod are all up about one cent per pound. Lobsters, shrimps and prawns, on the other hand, are easier, and the same is true of oysters which are in freer supply. Clams are \$1 per barrel higher.

There is a better movement of fresh and frozen fish, but the storms occurring on the Atlantic coast have served to interfere with a free movement of supplies from there. Fresh lake fish are scarce, and will continue to be short. Many orders are in hand for frozen fish, pending the arrival of colder weather. Codfish, herring and mackerel have been freer owing to the continued open weather, and prices on these are inclined to drop. The oyster trade is active, the demand for native shell oysters being very good.

SMOKED FISH

Haddies (fresh cured)	0 16	0 17
Haddies, fillet	0 19	0 20
Smoked herrings (med.) per box	0 25	0 26
Smoked cod	0 16	0 16
Bloaters, per box 60/100	2 00	2 50
Kippers, per box 40/50	2 50	3 25

SALTED AND PICKLED FISH

Haddock (per bbl.), 200 lbs.	16 00	
Herring (Labrador), per bbl.	14 50	15 00
Herring (Labrador), ½ bbls.	7 50	7 75
Herrings, No. 1 lake (100-lb. keg)	6 00	
Salmon (Labrador) per bbl.	27 00	28 00
Do., tierces	38 00	
Salmon (B.C. Red)	26 00	
Sea Trout, red and pale, per bbl.	20 00	25 00
Sea Trout (½ bbls.)	10 50	13 00
Green Cod, No. 1, per bbl. (med.)	21 00	
Green Cod (large bbl.)	22 00	
Mackerel, No. 1, per bbl.	32 00	
Mackerel (½ bbl.)	16 50	
Codfish (skinless), 100-lb. box.	16 00	
Codfish, 2-lb. blocks (24-lb. case)	2 20	
Codfish (skinless), blks. "Ivory"		
Brand, lb.	0 18	
Codfish, boneless, lb. (according to package)	0 16	0 20
Codfish, shredded, 12-lb. box.	2 20	
Eels, salted	0 15	0 16
Pickled turbot, new, bbls.	17 00	18 00
Do., half barrels	7 50	8 50
Cod, boneless (20-lb. boxes), as to grade	0 20	0 23
Cod, strip (30-lb. boxes)	0 22	
Cod, dry (bundles)	16 00	

SHRIMPS, LOBSTERS, OYSTERS

Lobsters, medium and large, lb.	0 52	
Prawns, lb.	0 32	
Shrimps, lb.	0 30	
Scallops, per gallon	4 00	
Oysters—		
Mapleque shell (bbl.) (choice)	15 00	
Malneque, ordinary (11)	12 00	
Bontouche, best	12 00	
Ordinary, No. 1, gal.	2 50	
Cape Cod shell oysters, bbl.	14 00	16 00
5 gal. (wine) cans	12 00	
1 gal. (wine) cans	2 50	
2 gal. (wine) cans	7 25	
Oyster pails (pints), 100	1 50	
Oyster pails (quarts), 100	2 10	
Clams, med., bbl.	10 00	

FRESH FROZEN SEA FISH

Herring, large sea, lb.	0 09	0 10
Herring, frozen, lake, lb.	0 07	0 09
Halibut	0 23	0 24
Halibut (medium)	0 24	
Haddock	0 08	0 09
Mackerel	0 15	0 16
Cod—Toms, bbl.	5 00	
Cod Steak, fancy, lb.	0 11	0 12
Salmon, red	0 20	0 23
Salmon, pale	0 15	0 16
Salmon, Gaspe	0 25	0 26
Swordfish	0 21	0 22

FRESH FROZEN LAKE FISH

Pike, lb.	0 11½	0 12
Perch	0 12½	0 13
Whitefish, lb.	0 15	0 16
Whitefish (small)	0 09½	0 12½
Lake trout	0 19	0 20
Eels, lb.	0 15	
Doree	0 15½	0 16

FRESH FISH

Haddock	0 09	0 10
Steak cod	0 11	0 12
Market cod	0 07	0 08
Carp	0 09	0 10
Dore	0 19	0 20
Lake trout	0 19	0 20
Pike	0 12	0 13
B. C. Salmon	0 25	0 26
Salmon (Gaspe)	0 27	0 28
Gaspereaux, lb.	0 06	
Western Halibut	0 25	0 26
Eastern Halibut (chicken)	0 23	
Eastern Halibut (med.)	0 26	
Flounders	0 09	0 10
Perch	0 10	
Bullheads	0 15	
Whitefish	0 19	0 20
Whitefish (small)	0 09½	0 12
Mackerel, lb.	0 17	0 18
Mackerel, lb.	0 15	0 16
Smelts, No. 1	0 17	0 18
Smelts, No. 2	0 11	0 12
Smelts, No. 2	0 12	0 13
Shad	0 15	0 16
Swordfish	0 25	

Live Hogs Hold; Meats Revised

Toronto.

PROVISIONS.—Another week of activity marked the hog market last week, and \$18.50 per cwt., fed and watered, was the price finally determined upon. It looks very much as though this figure will rule this week too, though the market is weak and \$18.25 is mentioned as a possible figure. The run is only fair and this may be the determining factor in the price this week.

Prices on dressed meats have undergone revision, medium hams, breakfast and roll bacon being affected slightly. Barrel pork and dressed hogs have declined somewhat. Range of quotations to-day follows:

Hams—		
Medium	0 40	
Large, per lb.	0 34	0 35
Bacon—		
Plain	0 46	0 48
Trimmed, with rib in	0 49	
Boneless, per lb.	0 51	0 52
Bacon—		
Breakfast, per lb.	0 38	0 43
Roll, per lb.	0 32	
Wiltshire (smoked sides), lb.	0 36½	0 37½
Dry Salt Meats—		
Long, clear bacon, av. 50-70, lb.	0 30	0 31
Do., aver. 70-100, lb.	0 29	
Fat backs	0 32	0 32
Cooked Meats—		
Hams, boiled, per lb.	0 53	0 55
Hams, roast, without dressing, per lb.	0 53	0 55
Shoulders, roast, without dressing, per lb.	0 50	0 52
Barrel Pork—		
Mess pork, 200 lbs.	47 00	49 00
Short cut backs, bbl., 100 lbs.	58 00	
Pickled rolls, bbl., 200 lbs.	55 00	58 00
Hogs—		
Dressed, 70-100 lbs., weight	27 50	

Live, off cars	18 25	18 50
Live, fed and watered	18 00	18 25
Live, f.o.b.	17 00	17 25

Lard Easier; Prices Go Down

Toronto.

LARD.—An easier feeling has developed this week on lard, and prices are down ½c per pound. Receipts have been fairly heavy, but with the heavy demand there is little accumulation to be noted. Sales during the next two or three weeks are expected to continue along lines representing a heavy volume of business.

Lard, pure, tierces, 400 lbs. \$0 30½—0 31
In 60-lb. tubs, ¼-½c higher than tierces, pails ½-¾c higher than tierces, and 1-lb. prints, 1½-1¾c higher than tierces.

Shortening Rules With Firm Undertone

Toronto.

SHORTENING.—The market rules with a very firm undertone. Supplies have been coming through in ample volume to take care of the demand, but again there is arising some uncertainty as to what may develop after January 1. Whether shipments will come through after that date may depend upon requirements of European countries, but as yet no definite word is forthcoming. In the meantime quotations are unchanged though very firm.

Shortening, tierces, 400 lbs., lb., \$0 26
In 60-lb. tubs, ¼-½c per lb. higher than tierces; pails, *¾c higher than tierces, and 1-lb. prints, 1½-1¾c higher than tierces.

Moderate Demand For Margarine

Toronto.

MARGARINE.—The market rules without any appreciable change this week. There is a moderate demand, and all orders are being taken care of from ample stock. No difficulty in securing supplies has yet been experienced. Range of quotations given herewith:

Margarine—		
1-lb. prints, No. 1	\$0 33	\$0 35
Do., No. 2	0 31	0 33
Do., No. 3	0 27	0 28
Solids, 1c per lb. less than prints.		

Butter Movement Steady; Prices Firm

Toronto.

BUTTER.—Orders are going forward steadily and business on the fresh made creamery butter shows an increase over last week. Prices to the trade on the fresh made are 56 to 57 cents per pound. There has been no change made in the price of the storage creamery, 52 to 53 cents per pound being the ruling quotation.

Butter—		
Creamery prints (storage)	0 52	0 53
Creamery solids (storage)	0 52	
Creamery prints (fresh made)	0 56	0 57
Creamery solids (fresh made)	0 56	
Dairy prints, fresh separator, lb.	0 50	0 51
Dairy prints, No. 1, lb.	0 48	

New Laid Eggs in Good Demand

Toronto.

EGGS.—There is a splendid demand

for new laid eggs. Supplies seem to be coming along somewhat better than they have been, but difficulty in taking care of all the business offering is being experienced. New laid in cartons has gone up another 5 cents per dozen to 75 cents. Storage No. 1 eggs are being quoted at the lowest at about 53 cents per dozen.

Eggs—		
New-laid, in cartons, doz.	\$0 75	
Do., extras	0 65	
Storage, No. 1, doz.	0 53	
Splits and No. 2, doz.	0 45	0 47

Sales Cheese

Maintained; Prices Firm

Toronto.

CHEESE.—The demand has kept up consistently well. Prices to the trade show no change this week, the large going out at 27½ cents and the twins at 28 cents per pound. Supplies coming to hand also show improvement, and dealers are making arrangements to store a sufficient quantity to carry their trade through the next few months.

Cheese—

New, large	0 27½	0 28
Stilton (new)	0 30	0 31½
Twins, ¼c lb. higher than large cheese. Trip-		
lets ¼c lb. higher than large cheese.		

Higher Buying

Prices on Poultry

Toronto.

POULTRY.—Prices being paid this week on poultry show a little stiffening over levels prevailing formerly. The buying range shows a general revision upward, amounting to 1 to 2 cents per pound. Supplies are coming through quite well and the grade of stock offering is much improved over that available two or three weeks ago.

Prices paid by commission men at Toronto:

	Live	Dressed
Ducks, lb.	\$....\$0 22	\$....\$0 28
Geese, lb.	0 16- 0 18	.... 0 23
Turkeys, old, lb.	0 25- 0 26	.... 0 32
Do., young, lb.	0 29- 0 30	0 37- 0 38
Roosters, lb.	0 17- 0 20	0 23- 0 24
Fowl, over 4 lbs., lb.	0 19- 0 22	0 23- 0 24
Fowl, over 5 lbs., lb.	0 25- 0 26	0 28- 0 30
Fowl, under 4 lbs., lb.	0 17- 0 19	0 22- 0 23
Chickens, under 5 lbs., lb. ....	.... 0 24	0 28- 0 30
Chickens, over 5 lbs., lb. ....	.... 0 26	0 30- 0 32

Prices quoted to retail trade:

	Dressed
Hens, light	\$0 28 \$0 30
Do., heavy	0 33 0 35
Chickens, spring	0 33 0 35
Ducks	0 30 0 32
Turkeys	0 36 0 40
Geese	0 26 0 28

Trout, Whitefish Go

Higher; Sell Well

Toronto.

FISH.—A stiffening in the price of trout and white fish is noticeable this week, the former being quoted at 14 to 15 cents per pound, and the latter at 13 to 14 cents per pound. The other lines now reaching the trade are holding quite steadily with hardly a quotable change recorded. The demand keeps up remarkably well and supplies are well able to meet this. The range of quotations is given herewith.

FRESH SEA FISH

Brills, dressed, lb.	0 10	0 11
Cod Steak, lb.	0 10	0 13
Do., market, lb.	0 09	0 10
Flounders, lb.	0 08	0 11
Flukes .....	.... 0 15	
Gaspereau, lb.	0 08	0 08½
Halibut, medium, lb.	0 22½	0 23
Do., chicken, lb.	0 21½	0 22
Do., large	0 21½	0 22
Haddock, heads on, lb.	0 09	0 10
Do., headless, lb.	0 10	0 11
Do., small, lb.	0 08	0 08½
Herring, lb.	0 08	0 08½
Mackerel, lb.	0 14	0 16
Plaice, dressed, lb.	0 10	0 11

Smelts, lb.	0 15	0 23
Tomcods, lb.	0 05	0 05½

FRESH LAKE FISH

Herring, dressed, lb.	0 06½	0 07
Trout, lb.	0 14	0 15
Whitefish, lb.	0 13	0 14

SMOKED FISH

Bloaters, 50 Count, box.....	2 25	
Ciscoes, lb.	0 17	
Haddies, chicken	0 12	
Do., fillets, lb.	0 17	0 18
Do., Finnan, lb.	0 15	
Herring, Kippered, box	1 75	2 75
Shrimps, can	1 75	

FROZEN SEA FISH

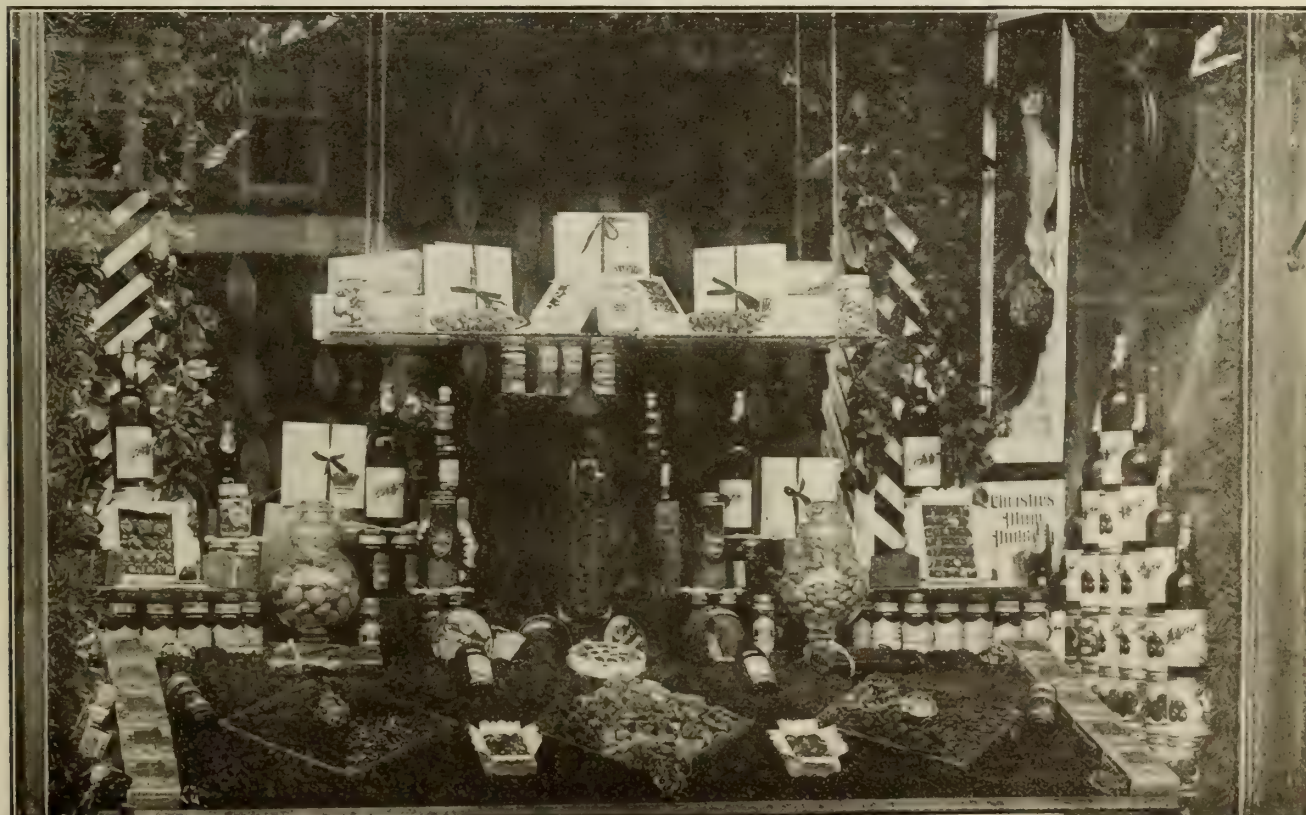
Cod Steak, lb.	0 09½	0 10
Do., market, lb.	0 08½	0 09
Flat Fish, B.C., lb.	0 10	0 11
Haddock, lb.	0 08½	0 09
Mackerel, lb. ....	.... 0 15	
Halibut, lb.	0 22	0 23
Salmon, Cohoe, lb.	0 20	0 21
Do., Qualla, lb.	0 14	0 15
Do., Red Spring, lb.	0 24	0 25
Do., Gaspe, lb.	0 24	0 25

FROZEN LAKE FISH

Mullets, lb.	0 06	0 06½
Pike, round, lb.	0 09	0 09½
Tulibeas, lb.	0 09	0 09½
Whitefish, lb.	0 15	0 15½

DRY AND PICKLED FISH

Cod, Acadia Strip, box.....	\$6 50	
Do., Acadia Tablets, 1 lb., 20 to case	3 90	4 00
Do., Acadia Tablets, 2 lb., 12 to crate	5 00	5 25
Do., Halifax Shredded, box....	2 40	
Herring, Labrador, bbl.	14 00	
Do., Do., keg	7 00	
Do., Do., No. 4 size	5 60	
Do., Do., No. 2 size	2 90	
Imperial, 25 lbs., loose, lb.	0 13	
Quail on Toast, 24 1-lb. tablets, lb.	0 14	0 17
Shrimps, headless, No. 1 size, tin	1 50	1 75
Do., Do., No. 3 size, tin	4 20	
Skinless Fish, 50s & 100s, lb....	0 15	0 16
Sea Trout, keg	12 00	
OYSTERS, No. 3 size package...	8 85	
Do., No. 5 size package	14 50	
Do., per gallon,	3 10	
Shell Oysters, Malpecques, bbl.	12 00	



A suggestion for the Christmas window decorator.

Have a larger Fish Trade



The demand for good wholesome fish is worth connecting with.

It is a steady demand and a stock of

BRUNSWICK BRAND SEA FOODS

will put you well on the road to a worth while share of this demand. Each and every Brunswick Brand line is prepared and packed conscientiously, the process guaranteeing the consumer a delicious, wholesome sea food with a delightful flavor.

Stock now from the following:

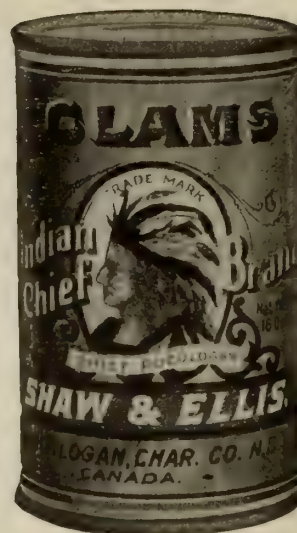
¼ Oil Sardines
¼ Mustard Sardines
Finnan Haddies
(Round Tins)
Kipperd Herring
Herring in Tomato Sauce
Clams



Connors Brothers LIMITED

BLACK'S HARBOR, N.B.

Canada Food Board License No. 1-603



INDIAN CHIEF BRAND CLAMS

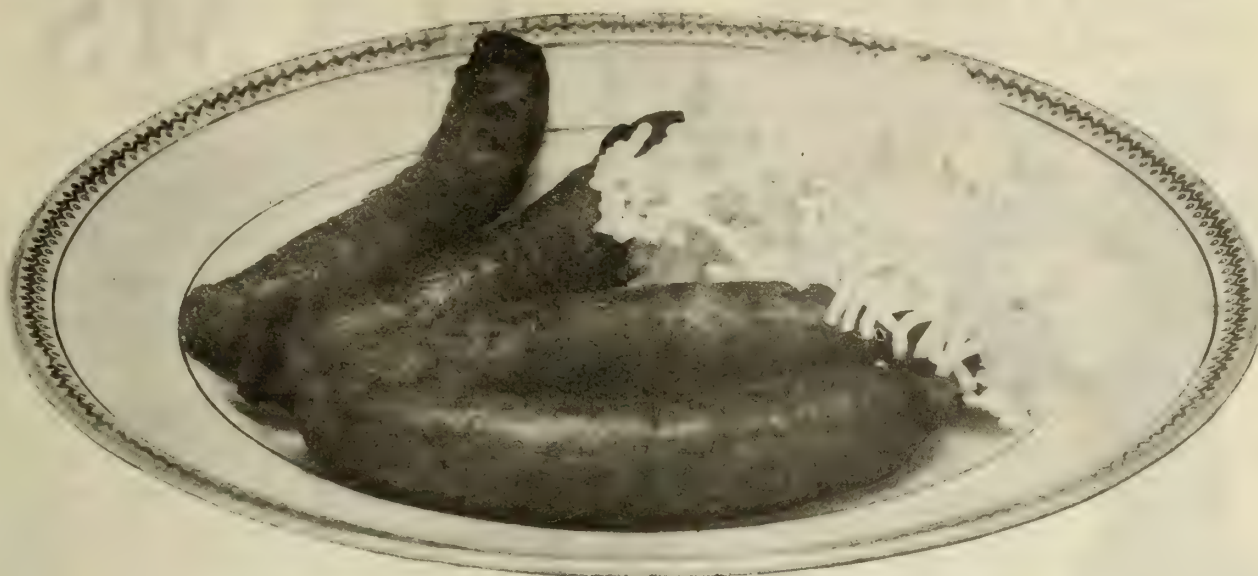
Merit your strongest recommendation because they are sweet, wholesome and economical—just the right kind of sea food for you to handle—the kind that will please your trade and add to your profits through steady repeat selling.

Everything is done to guarantee the goodness of these delicious clams. They are put up the very day they leave the clam beds and sealed without either solder or acid. Thus they reach the customer's table with all their original delicacy and deliciousness.

You should display Indian Chief Brand regularly and connect with the sizeable profits that every sale produces. Why not order a trial supply to-day?

SHAW & ELLIS POCOLOGAN, N.B.

Canadian Food Control Licence No. 1-718



SAUSAGE!

“WHEN the frost is on the pumpkin” pork sausage comes into its own!

The very sight of a plate of hot, fried sausage these mornings suggests warmth and cheer—sharpens up the appetite—puts a keen edge on anticipation.

We are already receiving a steady run of orders for

DAVIES QUALITY SAUSAGE

—and scores of dealers are taking advantage of the present demand to build up a substantial trade.

Our present varieties comprise:

LITTLE PORK SAUSAGE—(Little, but “extra” good).

“FARM” SAUSAGE—(Not linked).

“NEW ENGLAND” SAUSAGE—(A very popular brand).

“CHELTENHAM” SAUSAGE—(In handy 1-lb. packages, large and small links).

“CAMBRIDGE” SAUSAGE—(In handy 1-lb. packages, large and small links).

Now is the time to feature these Quality lines on your counter. Show them to advantage and let them make sales for you!

ORDER THROUGH OUR TRAVELLER—OR DROP US A POSTAL CARD.

THE
WILLIAM **DAVIES** COMPANY
LIMITED

MONTREAL

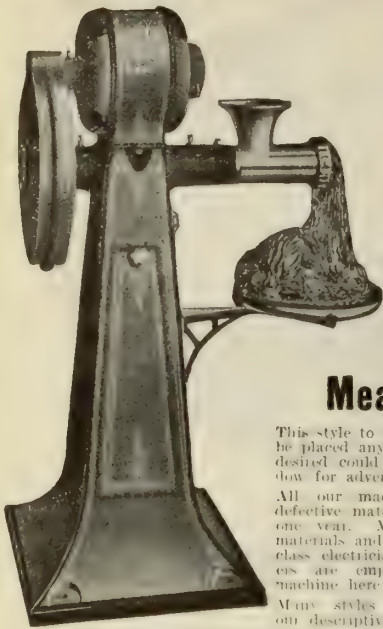
TORONTO

WINNIPEG

Canada Food Board Packer's License No. 13-50

SAUSAGE

A Most Profitable Line



Build up a sausage trade with good sausage, made with the machine that does it the easiest and quickest way.

Freeman's Electric Meat Chopper

This style to be set on the floor and can be placed anywhere, in the shop, and if desired could be placed near show window for advertising purposes.

All our machines guaranteed against defective material and workmanship for one year. Made from the very best materials and none but the very highest class electricians, machinists and finishers are employed in producing this machine here in Canada.

Many styles and prices. Write for our descriptive catalogue.

The W. A. Freeman Co., Limited
HAMILTON, CANADA

Toronto Branch:
114 York St.

Montreal

Winnipeg Branch:
208 McDermitt

HAMS

Hams are selling to-day at less than breakfast bacon.

Everybody appears to want back bacon and breakfast bacon but why not buy hams and reduce the cost of living?

We have hams fresh, pickled, smoked and cooked. We are also making up a boned ham suitable for slicing on the counter or in the slicing machine.

Try them

F. W. Fearman Co.,
LIMITED
Hamilton, Canada

Jersey Farm Sausage

Dealers who aim to always push the sales of quality goods should feature this high quality sausage. It will please particular customers.

Maciver Bros. Co., Keating St., Toronto



After the War—What?

The time to put on fire insurance is before the fire. The time to prepare for after-the-war conditions is before peace comes.

Advertise now and be prepared to keep your goods in demand through the medium of CANADIAN GROCER

Facing the Problems of Reconstruction

"THE end of the war has not in itself relieved the world shortage for foodstuffs, clothing, etc., and the supplies of raw materials have been reduced to such an extent that it will take some time to reach a normal balance. Then there are the needs for reconstruction in Europe to be taken into consideration and the requirements of an army slowly returning to civil life, not to mention that Central Europe is almost bare of commodities. It will take time to make up the shortage.

Prices to Come Down Slowly

"The trades generally have been looking for lower prices since the armistice was signed. They argue that as the war sent prices up so peace would bring prices down. Undoubtedly there will be a gradual lowering of prices. In the majority of lines, however, present prices will probably prevail and in some cases there will still be further advances."

The above is quoted directly from an important article on the front page of THE FINANCIAL POST of November 23rd. Questions of labor and wages are dealt with most interestingly in the same article which is of real constructive value at this time. Note also the importance of these other contents of THE POST of November 23rd:

End of War Does Not Mean End of War Financing.
Investigating the Possibilities of Lignite Supply.
Canada at the Lyons Exhibition—30 Booths.
Dominion Power Board Plans Extensive Development.
World's Tonnage is Seriously Short.
Heavier Losses by the Ontario Mutual Fire Cos.
War Brings Changes in the Economic Viewpoint.
Judge Gary on Future of America's Trade.
Shall the Bank Charge on Credit Information?
Natural Resources as National Credit.
Bankers Tore Down Deposits in Victory Campaign.
Salmon Packers Are Up in Arms at Government.
Will Take Care That Montreal Has No Deficit.
Export Trade for Canadian Textile Mills.
Market Taking Hopeful View of Bond Outlook.
Twenty-Year Victory Bonds May Sell at a Premium.
\$300,000,000 May Go to Finance French Orders.
No System to Bring Cattle and Feed Together.

Above mentioned are a few of the more important contents of this issue of THE FINANCIAL POST. Send a subscription to THE POST and note its business value to you. Use this form in sending subscription which is \$3.00 per year.

The MacLean Publishing Co.,

143-153 University Ave., Toronto.

Send me THE FINANCIAL POST every week till further ordered. I will pay subscription price \$3.00 per year on receipt of bill or you may draw on me for this.

Name

Address

C.G.

Germany Must Pay Canada's War Bill

THE war has already cost Canada over a Billion Dollars!

Why, a few years ago we had a General Election and endless talk and criticism over spending a few million dollars to build the Grand Trunk Pacific—an amount of money which would not represent a drop in the bucket to what we have spent in this year. What's going to be done about it? How will this vast encumbrance be paid off?

Colonel MacLean tells how, in vivid and fearless style, in the November issue of

MACLEAN'S "CANADA'S NATIONAL MAGAZINE"

Colonel Maclean's articles on the war situation have aroused intense interest—and heated controversy—all over Canada. MACLEAN'S is impatiently looked forward to each month by almost a quarter of a million eager readers who simply would not do without it! For many of the world's highest paid writers furnish thrilling stories, splendid reviews, and informative special articles to make it a magazine which grips the attention of these live Canadians. MACLEAN'S is one of the world's best. As evidence—its sales on the newsstands have increased almost One Thousand per cent. within the past year alone!

READ THIS GREAT ARTICLE FREE OF CHARGE

We want you to see, for yourself, just how good MACLEAN'S is. So we have reprinted "Germany Must Pay Canada's War Bill" in pamphlet form. Don't miss this momentous, vital article. You'll not only read it now—you'll keep it for re-reading and reference later on. And one of Service's best poems goes with it. It's all yours, free of charge, for the asking! So mail the coupon TO-DAY!



ROBERT W. SERVICE.

"The Poet of the Yukon," whose world-famous verses appear first of all in MACLEAN'S MAGAZINE. His "Rhymes of a Red Cross Man," which in book form broke all the world's selling records, were printed in MACLEAN'S, one each month, a full year before the book was published. Service has been in France ever since the war started. His latest poem—"The Wife"—will be eagerly read, for the first time, in the December MACLEAN'S.

CUT OFF HERE AND MAIL

The MacLean Publishing Company,
143-153 University Avenue,
Toronto:

I want to see, at no expense to myself, just how good MACLEAN'S MAGAZINE really is. So please mail me a free reprint of "Germany Must Pay Canada's War Bill."

Name

Address

C.G.

JAMS MARMALADES PEELS

John Gray & Co., Ltd., Glasgow

Established over a Century

Cable : Lamberton, Glasgow.
Codes : A.B.C. 4th and 5th Editions.

CONFECTIONERY MARZIPAN CHOCOLATE

Agents

Wm. H. Dunn, Limited,
Montreal

Lind Brokerage Co., Ltd.
Toronto



KING GEORGE'S NAVY

CHEWING
TOBACCO

The men of your town who look for and appreciate a chewing tobacco that is unquestionably superior will find their anticipations fully met by the splendid texture and flavor of King George's Navy.

No good grocer can afford to omit this popular line from his tobacco stocks.



Rock City Tobacco Co., Ltd.

If any advertisement interests you, tear it out now and place with letters to be answered.

England's most popular sauce

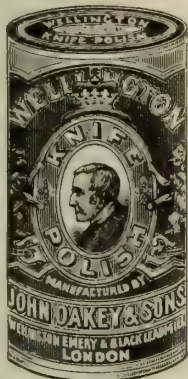
is still selling freely over here—nearly all the leading grocers make a leading line of H. P. and obtain the full benefit of our advertising.

Wouldn't it be worth your while to stock

H.P.

SAUCE

W. G. Patrick & Co., Ltd., Toronto, Montreal, etc.
R. B. Seaton & Co., Halifax, N.S.
The Midland Vinegar Co., Ltd., Birmingham, Eng.



Oakey's "WELLINGTON" KNIFE POLISH

The original and only reliable preparation for Cleaning and Polishing Cutlery, etc.

John Oakey & Sons, Ltd.

Manufacturers of Emery Cloth,
Black Lead, Glass Paper, &c.

LONDON, S.E., ENGLAND

AGENTS:

Geo. B. Jenkinson, 43 Queen St. East,
Toronto, and J. E. Huxley & Co., 220
McDermid St., Winnipeg.



Of all the good things which
Canada has given to the world,
none hold a higher rank for
purity and quality, than

Windsor Table Salt

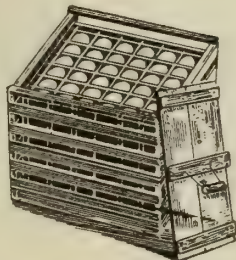
Made in Canada

THE CANADIAN SALT CO., LIMITED

260

EGG CASE FILLERS and EXTRA FLATS

For
30 Doz.
Egg
Cases



And
12 Doz.
Egg
Crates

The 12 Dozen Crate

THE MILLER BROS. CO., LTD., 20-38 Dowd St., Montreal, Que.

MR. GROCER

Here's a Butter Box

with a real idea
back of it!



Convenient — Collapsible—
Secure. Just such a con-
tainer as farmers, motor-
ists and visitors to the
country will thoroughly ap-
prove of.

Can be had in the following
sizes: 3, 5, 10, 20, 30 and
45 lb. sizes.

You can win good extra
business and extra profits
by showing a little display
of these Butter Boxes in
your store.

Write for quotations.

A. B. SCOTT, LIMITED
NIAGARA FALLS, CANADA

OYSTERS AND FISH

Get in touch with me for

XXX Oysters
Smelts

Frozen Herring
Frozen Mackerel

Fish is the food of the moment.

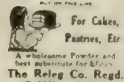
EMILE PATUREL

SHEDIAC, N.B.

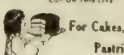
License No. 1-748.



RELEG



RELEG



RELEG



THE RELEG CO. Regd.
QUEBEC CANADA

Eggs in powder form!

That's just what "Releg" is. For the housewife's baking there is nothing more dependable than this splendid egg substitute. And it costs but a fraction of the price of eggs.

There are four different sizes of packages. Send to-day for a trial supply.

Agents: Loggie, Sons & Co., Toronto—Angvine & McLaughlin, St. John, N.B.—W. H. Escott Co., Ltd., Winnipeg, Canada.

RELEG CO. Regd.
Quebec, Canada

QUOTATIONS FOR PROPRIETARY ARTICLES

SPACE IN THIS DEPARTMENT IS \$65
PER INCH PER YEAR

JAMS

DOMINION CANNERS, LTD.
"Aylmer" Pure Jams and Jellies.
Guaranteed Fresh Fruit and Pure Sugar Only.

Screw Vac top Glass Jars, 16 oz. glass, 2 doz. case.	Per doz.
Blackberry	\$3 25
Currant, Black	3 90
Plum	2 90
Pear	3 15
Peach	3 15
Raspberry, Red	3 90
Apricot	3 25

DOMINION CANNERS, LTD. CATSUPS—In Glass Bottles

1/2 Pts. Aylmer Quality	\$1 90
Pts., Aylmer Quality	2 35
Gallon Jugs, Aylmer Quality	1 62 1/2
Pints, Delhi Epicure	2 70
1/2 Pints, Red Seal	1 50
Pints, Red Seal	2 00
Qts., Red Seal	2 80

BAKED BEANS WITH PORK Brands—Canada First, Simcoe, Quaker.

Individual Baked Beans, Plain	Per doz.
85s. or with Sauce, 4 doz. to case	\$0 95
1's Baked Beans, Flat, Plain, 4 doz. to case	1 15
1's Baked Beans, Flat, Tom. Sauce, 4 doz. to case	1 25
1's Baked Beans, Tall, Tomato or Chili Sauce, 4 doz. to case	1 35
1 1/2's (20-oz.) Plain, per doz.	1 65
Tomato or Chili Sauce	1 90
2's Baked Beans, Plain, 2 doz. to case	1 95
2's Baked Beans, Tom. Sauce, tall, 2 doz. to case	2 30
2's Baked Beans, Chili Sauce, tall, 2 doz. to case	2 30
1 1/2's Tall, Plain, per doz.	2 75
Tomato or Chili Sauce	3 20
Family, Plain, \$2.35 doz.; Family, Tomato Sauce, \$2.80 doz.; Family, Chili Sauce, \$2.80 doz. The above 2 doz. to case, 10's, 1/2 doz. per case; Chili and Tomato Sauce, for hotel and restaurant use (gals.), \$12; plain, \$10.	

"AYLMER" PURE ORANGE MARMALADE

Tumblers, Vacuum Top, 2 doz. in case	Per doz.
12-oz. Glass, Screw Top, 2 doz. in case	2 00
16-oz. Glass, Screw Top, 2 doz. in case	2 40
16-oz. Glass, Tall, Vacuum, 2 doz. in case	2 95
2 doz. in case	2 95
2's Tin, 2 doz. per case	4 45
4's Tin, 12 pails in crate, per pail	0 76
5's Tin, 8 pails in crate, per pail	0 90
7's Tin or Wood, 6 pails in crate	1 26
30's Tin or Wood, one pail crate, per lb.	0 17 1/2

BLUE

Keen's Oxford, per lb.	\$0 22
In cases 12-12 lb. boxes to case	0 21 1/2

COCOA AND CHOCOLATE THE COWAN CO., LTD.

COCOA—

Perfection Cocoa, lbs., 1 & 2 doz. in box, per doz.	\$4 60
Perfection, 1/2-lb. tins, doz.	2 45
Perfection, 1/4-lb. tins, doz.	1 35
Perfection, 10c size, doz.	0 95
Perfection, 5-lb. tins, per lb.	0 37
Supreme Breakfast Cocoa, 1/2-lb. jars, 1 & 2 doz. in box, doz.	2 75

(Unsweetened Chocolate)

Supreme Chocolate, 12-lb. boxes, per lb.	0 36
Supreme Chocolate, 10c size, 2 doz. in box, per box	1 80
Perfection chocolate, 10c size, 2 doz. in box, per doz.	0 90

SWEET CHOCOLATE— Per lb.

Eagle Chocolate, 1/2s, 6-lb. boxes	
28 boxes in case	0 33
Diamond Chocolate, 1/4s, 6 and 12-lb. boxes, 144 lbs. in case	0 35
Diamond Chocolate, 8s, 6 and 12-lb. boxes, 144 lbs. in case	0 35
Diamond Chocolate, 7s, 6 and 12-lb. boxes, 144 lbs. in case	0 34
Diamond Chocolate, 7s, 4-lb. boxes, 50 boxes in case, per box	1 35

CHOCOLATE CONFECTIONS

Maple Buds, 5-lb. boxes, 30 boxes in case, per lb.	0 42
Milk Medallions, 5-lb. boxes in case, per lb.	0 42
Chocolate Ginger, 5-lb. boxes, 30 boxes in case, per lb.	0 45
Crystallized Ginger, 5-lb. boxes, 30 boxes in case, per lb.	0 45

6c. LINES

Toronto Prices	
Filbert Nut Bars, 24 in box, 60 boxes in case	\$1 05
Almond Nut Bars, 24 in box, 50 boxes in case	1 05
Puffed Rice Bars, 24 in box, 50 boxes in case	1 05
Ginger Bars, 24 in box, 50 boxes in case	1 05
Fruit Bars, 24 in box, 50 boxes in case	1 05
Active Service Bars, 24 in box, 50 boxes in case	1 05
Victory Bar, 24 in box, 60 boxes in case	1 05
Queen's Dessert Bar, 24 in box, 60 boxes in case	1 05
Regal Milk Chocolate Bar, 24 in box, 50 boxes in case	1 05
Royal Milk Cakes, 24 in box, 50 boxes in case	1 05
Maple Buds, 6c display boxes, 6c pyramid packages, 6c glassine envelopes, 4 doz in box	2 00

10c LINES

Maple Buds, 10c, 1 doz. in box, 50 boxes in case, per doz.	\$0 95
Medallions, 10c, 1 doz in box, 50 boxes in case, per doz.	0 95

BORDEN MILK CO., LTD., CONDENSED MILK

Terms, net, 30 days.	
Eagle Brand, each 48 cans	\$9 25
Reindeer Brand, each 48 cans	8 75
Silver Cow, each 48 cans	8 40
Gold Seal, Purity, each 48 cans	8 25
Mayflower Brand, each 48 cans	8 25
Challenge Clover Brand, each 48 cans	7 75

Grocery Buyers "Look Here"

We Offer for Immediate Acceptance, Subject to Being Unsold

250 Cases Seeded Raisins, 16 oz., Del Monte Brand, 17c, F.O.B.
250 Cases Seedless Raisins, 16 oz., Del Monte Brand, 18c, F.O.B.
100 Cases Seeded Raisins, 12 oz., 14c, F.O.B.
100 Cases Seeded Raisins, Bakers, 25-lb. Boxes, 15c, F.O.B.
150 Cases New Shelled Walnuts, French Halves, 74c per lb., F.O.B.
500 Cases Tomatoes. Special Prices.

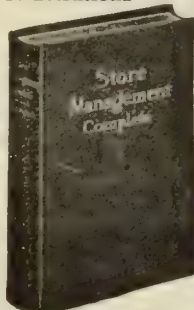
AGENCIES WANTED

S. G. BENSON UTILITY CO.

87 Notre Dame St. W., Montreal

STORE MANAGEMENT—COMPLETE

16 Full-Page
Illustrations



ANOTHER NEW BOOK

By FRANK FARRINGTON

A Companion book to Retail Advertising Complete
\$1.00 POSTPAID

"Store Management—Complete" tells all about the management of a store so that not only the greatest sales but the largest profit may be realized.

THIRTEEN CHAPTERS

Here is a sample:

CHAPTER V.—The Store Policy—What it should be to hold trade. The money-back plan. Taking back goods. Meeting cut rates. Selling remnants. Delivering goods. Substitution. Handling telephone calls. Rebating railroad fare. Courtesy to customers.

ABSOLUTELY NEW

JUST PUBLISHED

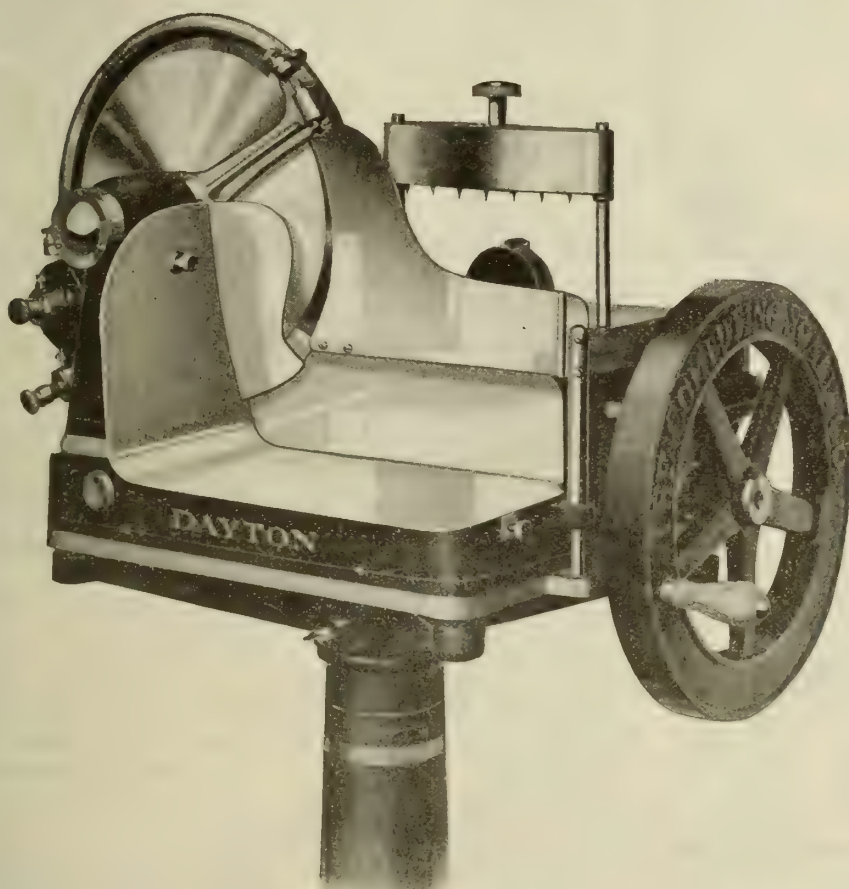
Send us \$1.00. Keep the book ten days and if it isn't worth the price return it and get your money back.

Technical Book Dept., MacLean Publishing Co.
TORONTO

272 Pages
Bound in Cloth

Your Profit is in the last few ounces

There is good money in the sliced meat trade—everybody wants meat. Yes—but how to be sure you get your profit—that's the question. And here's the answer. Slice up the end as neatly, accurately and quickly, as you did the beginning. Get every cent's worth into your customer's hands. And save time all through—for anyone, even a junior, can get perfect results with the



Dayton **SILENT MEAT SLICER**

It slices in twenty varying degrees of thickness—from 1-64 of an inch to 1/2 inch. Removable knife shield. Damascus steel blade, automatic carborundum sharpening attachment with cup and bevel grinders. Improved "Bulldog" clamp. Quick and positive feed device with micrometer gauge. Extra heavy, power wheel—swinging safety gate. Finest "S K F" Ball Bearings.

Compact, sturdy and graceful—sold with or without pedestal.

No crevices or seams to collect scraps or grease and all parts are easily and quickly detachable.

Let us send you complete particulars—they're in our handsome, new catalogue.

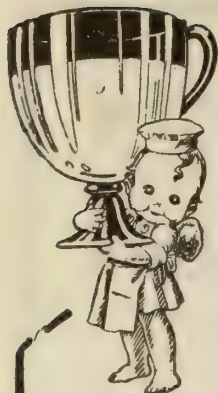
Dayton Computing Scales

Royce and Campbell Avenues, Toronto

FRANK E. MUTTON,
Vice-Pres. and Gen'l Mgr.

Division International Business
Machines Co., Limited

Also makers of International Time Recorders and Hollerith Electric Tabulators



Custard that Compels Custom

It is the fresh, delicate, creamy "home-made" flavour of Freemans Devonshire Custard that has made it so popular in the British Isles.

Oversea Troops from the Dominion who have returned home are bringing with them many links with the Old Country, one of which is a desire to taste again its delicate and unrivalled purity.

It will pay you well to display

FREEMANS DEVONSHIRE CUSTARD

in your store—it is such a ready seller and a very profitable line to stock, also it will enable you to push your canned and bottled fruits to great advantage.

Freeman's Devonshire Custard owes its unrivalled purity and flavour to the ideal conditions of cleanliness under which it is manufactured.

Write for trade terms and particulars to the
WATFORD MFG., Co., Ltd.
Delectaland, Watford,
England.

Freemans
FOOD PRODUCTS
Watford

FINEST CRYSTAL GELATINES

Powdered and Sheet

FINE LEAF GELATINE

BRITISH MANUFACTURE

GELATINE

OURY, MILLAR & CO.

9 Mincing Lane, London, E.C., Eng.

SOLE AGENTS FOR CANADA

F. S. Jarvis & Co.

18 TORONTO ST., - TORONTO

EVAPORATED MILK

St. Charles Brand, Hotel, each	24 cans	6 65
Jersey Brand, Hotel, each	24 cans	6 65
Peerless Brand, Hotel, each	24 cans	6 65
St. Charles Brand, Tall, each	48 cans	6 75
Jersey Brand, Tall, each	48 cans	6 75
Peerless Brand, Tall, each	48 cans	6 75
St. Charles Brand, Family, each	48 cans	5 75
Jersey Brand, Family, each	48 cans	5 75
Peerless Brand, Family, each	48 cans	5 75
St. Charles Brand, small, each	48 cans	2 90
Jersey Brand, small, each	48 cans	2 90
Peerless Brand, small, each	48 cans	2 90

CONDENSED COFFEE

Reindeer Brand, large, each	24 cans	6 25
Reindeer Brand, small, each	48 cans	6 50
Regal Brand, each	24 cans	5 90
Cocoa, Reindeer Brand, large, each	24 cans	6 25
Reindeer Brand, small, 48 cans		6 50

W. CLARK, LIMITED.

MONTREAL.

Compressed Corn Beef— $\frac{1}{2}$ s,	\$2.90;
1s, \$4.45; 2s, \$9.25; 6s, \$34.75;	14s, \$80.
Lunch Ham—1s, \$6.45; 2s, \$13.50.	
Ready Lunch Beef—1s, \$4.45; 2s, \$9.	
English Brawn— $\frac{1}{2}$ s, \$2.90; 1s, \$4.95; 2s, \$9.90.	
Boneless Pig's Feet— $\frac{1}{2}$ s, \$2.90; 1s, \$4.95; 1s, \$9.90.	
Ready Lunch Veal Loaf— $\frac{1}{2}$ s, \$2.40; 1s, \$4.45.	
Ready Lunch, Beef-Ham Loaf— $\frac{1}{2}$ s, \$2.40; 1s, \$4.45.	
Ready Lunch Beef Loaf— $\frac{1}{2}$ s, \$2.40; 1s, \$4.45.	
Ready Lunch Asst. Loaves— $\frac{1}{2}$ s, \$2.45; 1s, \$4.50.	
Geneva Sausage—1s, \$4.95; 2s, \$9.45.	
Roast Beef— $\frac{1}{2}$ s, \$2.90; 1s, \$4.45; 2s, \$9.25; 6s, \$34.75.	
Boiled Beef—1s, \$4.45; 2s, \$9.25; 6s, \$34.75.	
Jellied Veal— $\frac{1}{2}$ s, \$2.90; 1s, \$4.45; 2s, \$9.	
Cooked Tripe—1s, \$2.45; 2s, \$4.45.	
Stewed Ox Tail—1s, \$2.45; 2s, \$4.45.	
Stewed Kidney—1s, \$4.45; 2s, \$8.95.	
Mince Collops— $\frac{1}{2}$ s, \$1.95; 1s, \$3.75; 2s, \$6.95.	
Sausage Meat—1s, \$4, 2s, \$7.75.	
Corn Beef Hash — $\frac{1}{2}$ s, \$1.95; 1s, \$3.70; 2s, \$5.45.	
Beef Steak and Onions— $\frac{1}{2}$ s, \$2.90; 1s, \$4.45; 2s, \$8.45.	
Jellied Hocks—2s, \$9.95; 6s, \$29.80;	
Irish Stew—1s, \$3.45; 2s, \$6.75.	
Cambridge Sausage—1s, \$4.45; 2s, \$8.45.	
Boneless Chicken — $\frac{1}{2}$ s, \$5.90; 1s, \$8.95.	
Boneless Turkey — $\frac{1}{2}$ s, \$5.90; 1s, \$8.95.	
Ox Tongue— $\frac{1}{2}$ s, \$3.85; 1s, \$7.95; $1\frac{1}{2}$ s, \$12.45; 2s, \$15.95; $2\frac{1}{2}$ s, \$17.50; $3\frac{1}{2}$ s, \$27; 6s, \$45.	
Lunch Tongue— $\frac{1}{2}$ s, \$3.45; 1s, \$6.75; 2s, \$15.50.	
Tongue Lunch—1s, \$6.75.	
Beef Suet—1s, \$4.90; 2s, \$8.50.	
Mince Meat (Tins)—1s, \$2.95; 2s, \$4.45; 5s, \$12.95.	
Mince Meat (Bulk)—5s, 23c; 10s, 22c; 25s, 21c; 50s, 20c; 85s, 20c.	
Chateau Brand Pork and Beans, with Tomato Sauce—Ind., \$1.10; 1s, \$1.75; 2s, \$2.55; 3s, \$3.85.	
With Plain Sauce—Ind., \$1; 1s, \$1.65; 2s, \$2.40; 3s, \$3.40.	
Chateau Brand Concentrated Soups—Celery, 1s, \$1.25; Consommé, 1s, \$1.25; Green Peas, 1s, \$1.25; Julienne, 1s, \$1.25; Mulligatawny, 1s, \$1.25; Mutton Broth, 1s, \$1.25; Ox Tail, 1s, \$1.25; Pea, 1s, \$1.25; Scotch Broth, 1s, \$1.25; Vegetable, 1s, \$1.25; Chicken, 1s, \$1.65; Mock Turtle, 1s, \$1.65; Tomato, 1s, \$1.65; Vermicelli Tomato, 1s, \$1.35; Assorted, 1s, \$1.35; Soups and Bouilli, 1s, \$12.50.	

Clark's Pork and Beans, Tomato Sauce, Blue Label—Ind., 95c; 1s, \$1.25; $1\frac{1}{2}$ s, \$1.90; 2s, \$2.30; 3s, \$2.95; 4s, \$3.85; 6s, \$12; 12s, \$20.	
Plain Sauce, Pink Label—Ind., 85c; 1s, \$1.15; $1\frac{1}{2}$ s, \$1.65; 2s, \$1.95; 3s (flat), \$2.50; 3s (tall), \$2.95; 6s, \$10; 12s, \$18.	
Chili Sauce (red and gold label)—Ind., 95c; 1s, \$1.25; $1\frac{1}{2}$ s, \$1.90; 2s, \$2.30; 3s (flat), \$2.95.	
Vegetarian Baked Beans and Tomato Sauce—2s, \$2.25.	
Sliced Smoked Beef— $\frac{1}{2}$ s, \$2.35; 1s, \$3.45; 4s, \$24.	
Canadian Boiled Dinner—1s, \$2.45; 2s, \$5.95.	
Army Rations—Beef and Vegetables, 1s, \$3.45; 2s, \$5.95.	
Spaghetti with Tomato Sauce with Cheese— $\frac{1}{2}$ s, \$1.85; 1s, \$2.60; 2s, \$4.30.	
Tongue, Ham and Veal Pates— $\frac{1}{2}$ s, \$2.25.	
Ham and Veal Pates— $\frac{1}{2}$ s, \$2.25.	
Smoked Vienna Style Sausage— $\frac{1}{2}$ s, \$2.45.	
Pate De Foie— $\frac{1}{4}$ s, 75c; $\frac{1}{2}$ s, \$1.40.	
Plum Pudding— $\frac{1}{2}$ s, \$2.45.	
Potted Beef Ham— $\frac{1}{4}$ s, 75c; $\frac{1}{2}$ s, \$1.40.	
Beef— $\frac{1}{4}$ s, 75c; $\frac{1}{2}$ s, \$1.40.	
Potted Tongue— $\frac{1}{4}$ s, 75c; $\frac{1}{2}$ s, \$1.40.	
Potted Game (Venison)— $\frac{1}{4}$ s, 75c.	
Potted Veal— $\frac{1}{4}$ s, 75c; $\frac{1}{2}$ s, \$1.40.	
Potted Meats (Assorted)— $\frac{1}{4}$ s, 80c; $\frac{1}{2}$ s, \$1.45.	
Devilled Beef Ham— $\frac{1}{4}$ s, 75c; $\frac{1}{2}$ s, \$1.40.	
Beef— $\frac{1}{4}$ s, 75c; $\frac{1}{2}$ s, \$1.40.	
Devilled Tongue— $\frac{1}{4}$ s, 75c; $\frac{1}{2}$ s, \$1.40.	
Veal— $\frac{1}{4}$ s, 75c; $\frac{1}{2}$ s, \$1.40.	
Devilled Meats (Assorted)— $\frac{1}{4}$ s, 80c; $\frac{1}{2}$ s, \$1.45.	

In Glass Goods

Fluid Beef Cordial—20 oz. bottle, \$10; 10 oz., \$5.	
Ox Tongue — $\frac{1}{2}$ s, \$14.50; 2s, \$17.50.	
Lunch Tongue—1s, \$9.95.	
Sliced Smoked Beef— $\frac{1}{4}$ s, \$1.75; $\frac{1}{2}$ s, \$2.85; 1s, \$4.15.	
Mince meat—1s, \$3.45.	
Potted Chicken— $\frac{1}{4}$ s, \$2.35.	
Ham— $\frac{1}{4}$ s, \$2.35.	
Tongue— $\frac{1}{4}$ s, \$2.35.	
Venison— $\frac{1}{4}$ s, \$2.35.	
Chicken Breast— $\frac{1}{2}$ s, \$9.95.	
Tomato Ketchup—8s, \$2.25; 12s, \$2.80; 16s, \$3.50.	
Peanut Butter— $\frac{1}{4}$ s, \$1.45; $\frac{1}{2}$ s, \$1.95; 1s, \$2.45; in pails, 5s, \$3c; 12s, 31c; 24s, 30c; 50s, 30c.	

COLMAN'S OR KEEN'S MUSTARD.

	Per doz. tins
D. S. F., $\frac{1}{4}$ -lb.	\$2 80
D. S. F., $\frac{1}{2}$ -lb.	5 30
D. S. F., 1-lb.	10 40
F. D., $\frac{1}{4}$ -lb.	

	Per jar
Durham, 1-lb. jar, each...	\$0 60
Durham, 4-lb. jar, each...	2 25

Canadian Milk Products, Ltd., Toronto and Montreal. KLIM

Hotel	\$18 50
Household size	8 25
Small size	6 75
F.o.b. Ontario jobbing points, east of and including Fort William. Freight allowance not to exceed 50c per 100 lbs., to other points, on 5-case lots or more.	

THE CANADA STARCH CO., LTD.

Manufacturers of the Edwardsburg Brands Starches	
Laundry Starches—	
Boxes	Cents
40 lbs. Canada Laundry....	.09%
40 lbs., 1 lb. pkg., White Glass .....	.10%
48 lbs., No. 1 White or Blue Starch, 3-lb. cartons.....	.10%
100-lb. kegs, No. 1 white..	.10%
200-lb. bbls., No. 1 white..	.10%
30 lbs., Edwardsburg Silver Gloss, 1-lb. chromo pkgs.	.11%
48 lbs., Silver Gloss, in 6-lb. tin canisters .....	.13%
36 lbs. Silver Gloss, in 6-lb. draw lid boxes .....	.13%
100 lbs., kegs, Silver Gloss, large crystals .....	.11%

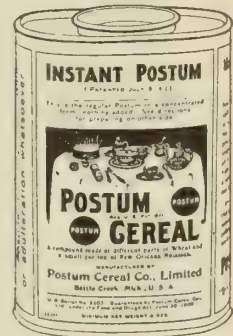
A STEADY STREAM OF INCREASING TRADE

flows from our factories to the consumers of Canada through the channel of the retail grocers.



Postum and Instant Postum

are substantial staples, backed by a constant sales and advertising policy. Sale guaranteed. Good grocers keep well stocked.



"There's a Reason"

Canadian Postum Cereal Company, Limited
WINDSOR, ONTARIO

There are lots of good things you can say about Gold Dust. But you don't have to stop to say them. They are already known.



MADE IN CANADA



THE N.K. FAIRBANK COMPANY
LIMITED MONTREAL

Let the GOLD DUST
TWINS do your work

If any advertisement interests you, tear it out now and place with letters to be answered.

Canada's Industrial Situation and Outlook for After the War, Industrial Possibilities Wonderful

THE Annual Industrial Issue of THE FINANCIAL POST, published on November 2nd, appears in the dawn of wonderful, almost dazzling possibilities for the British Empire, and for Canada.

"The next hundred years should be the greatest in the British Empire," says THE POST'S leading article. "Students of history say that countries which win great wars succeed to long periods of great prosperity. We are winning this war, but will we attain the great possibilities unfolding before us? . . ."

And then the searchlight of this leading article is brought to bear on critically interesting situations in the Industrial and Business life of Canada to-day, situations upon which as a Canadian business man you will like to be quickly and clearly informed so that with other business men of your community you can share in the work that is going to make Canada a winner in world business as well as world warfare, and prosperous accordingly. Note what a mine of necessary information for this work you secure in this great number of THE POST:

FEATURES OF THIS INDUSTRIAL AND RECONSTRUCTION NUMBER OF THE POST

THE MANUFACTURERS' PART IN NATIONAL PROSPERITY—W. J. Bulman, president Canadian Manufacturers' Association; **SELL FINISHED PRODUCTS INSTEAD OF RAW MATERIALS**—Sir John Willison, president Canadian Reconstruction Association; **WORLD CHANGES—Economic Developments in Great Upheaval**—Prof. James Mavor, Ph.D., Department of Political Economy Toronto University; **EAST AND WEST—Setting the Stage for Amicable Meeting**—S. R. Parsons, past president Canadian Manufacturers' Association; **PEACE TERMS—Leading Nations Prepare for Aggressive Efforts**—Frank A. Sisson, vice-president Guaranty Trust Co. of New York; **EMPLOYMENT MANAGER—New Factor in Industrial Relations**—Edward D. Jones, Employment Management Section, U.S. War Industries; **LABOUR—Shortage of Man Power the Prime Factor**—James G. Merrick, Secretary Toronto Employers' Association; **U.S. RELATIONS—Brothers in Arms Likely to be Friends in Finance**—J. Herbert Hodgins, Statistician, New York Agency Union Bank of Canada; **PAPER EXPORTS—Looking to the Future of a Big Basic Industry**—F. J. Campbell, president Canadian Pulp and Paper Association; **TRADE BANKING—Who Will Supply Credit for Export Business?**—T. M. Fraser; **PRICES—Regulating the Law of Supply and Demand**—M. Mackintosh, Department of Labor; **CONSTRUCTION—Housing and Other Problems After the War**—J. P. Anglin, B.Sc., pres. Montreal Builders' Exchange; **LUMBERING—A Big Item on the American War Program**—An authority in the Canadian lumber industry; **FUEL—The Vital Factors of the Coal Shortage in Canada**—Charles W. Peterson, Deputy Fuel Controller for Canada; **SHIPBUILDING—A War-time Industry and Its Peace-time Future**—T. H. Fenner, Associate Editor Marine Engineering; **AUTOMOBILES—Interesting Stage of Great Industry's Growth**—W. A. Craik, Associate Editor The Financial Post; **STEEL—Efficiency the Dominating Factor in the Readjusting Process**—A. R. Kennedy, Editor Canadian Machinery; **MILLING—Filling European Bread Basket**—H. H. Black, Associate Editor The Financial Post; **AFTER THE WAR—We Must Be Ready**—Col. Thos. Cantley, chairman Nova Scotia Steel & Coal Co. . . .

Authoritative Opinions on the Future of Canadian Industry are expressed by late Senator Henry W. Richardson of Kingston; J. Frater Taylor, president Lake Superior Corporation; A. O. Dawson, vice-president and managing director Canadian Cottons; Carl Riordon, vice-president and manager, Riordon Pulp and Paper Co.; and others.

Other subjects dealt with include Women Workers in Industry; Development of Foreign Markets, Etc.; while the Sugar, Textile, Paint, Packing, Musical Instrument, Furniture, Pulp and Paper, and other trades are reviewed.

A copy of this splendid issue (which runs to 56 pages) will be sent you free, while the edition lasts, but a better way to secure a copy would be to order your subscription now for THE FINANCIAL POST. This will ensure your receiving a copy of the Industrial Number free, and THE POST regularly for a year besides. There never was a more vital year for Canadian business. POST service in important and exclusive business information **that can be used to good purpose and profit** will prove worth many times the subscription price of \$3.00 per year. You will find it convenient to use the following form in ordering subscription:

THE FINANCIAL POST,
143-153 University Ave., Toronto.

Send me the Annual Industrial Number of THE POST for 1918, and enter me as a regular subscriber, commencing with the current number. I am enclosing \$3.00 to pay for my subscription till Jan. 1st, 1920. I will forward

Name

C.G.

Address

ORANGES

California Navels (Sunkist)—Our first car just arrived, fine quality.

Floridas—Fresh car this week, quality very fine; sweet and juicy.

Mexicans—A good, sweet, juicy orange at a low price.

Lemons—California Sunkist, very fine quality, price much lower.

Grapefruit — Florida, handsome, smooth, full of juice; price very low.

Bananas—Very scarce. We have regular arrivals. Price high, invoicing low as possible.

SEND YOUR ORDERS TO THE HOUSE OF QUALITY

Service and Quality—Established 1861

HUGH WALKER & SON

Guelph, Ontario

Canadian Food Control, License Nos. 3-090, 3-204.

Navel Oranges

From California have arrived.
Quality and color very fine.

Florida Oranges and Tangerines
Nuts, Holly, Wreaths,
Wreathing.

Everything for your

Xmas Trade

Book orders with us and get satisfaction.

WHITE & CO., LTD.

FRONT STREET E.

TORONTO

Phone Main 6243

Navel Oranges

Now on the way. Fine quality.

Florida Pineapple Oranges
High Color, Juicy, Sweet.

Almonds, Walnuts, Brazils, Peanuts,
Shelled Almonds and Walnuts. Order
early. Supply short.

Apples

Market sure to advance.

Order quickly

All varieties, BOXES or BARRELS.

Cranberries

VEGETABLES of all Kinds.

DUNCANS LIMITED

NORTH BAY, ONT.

Branches at SUDBURY, COBALT, TIMMINS

Canada Food Board License No. 151

WETHEY'S

Mince Meats

(both Condensed and Bulk)

always lead

—

When buying
insist
on this brand

Canada Food Board License No. 14-128

Cook's Favorite Baking Powder

58 Years
on the Market

Duffy's Mustard

Put up in 1/4 lb. tins

WRITE US FOR PRICES

J. J. DUFFY & COMPANY

*Oldest Coffee and Spice House
in Canada*

St. Paul St. W. - Montreal

WAR CONDITIONS

necessitate the prohibition
of export of all foodstuffs
from the United Kingdom.

SPRATT'S

DOG CAKES

POULTRY FOODS, CANARY AND PARROT MIXTURES

pending the removal of
the embargo, can be
obtained from

SPRATT'S PATENT (America) LTD.
Newark, New Jersey.

London (Eng.), Spratt's Patent Limited
24-25 Fenchurch Street, E.C. 3.

INDEX TO ADVERTISERS

A		Little Bros., Ltd.		14
Acadia Sugar Refining Co. ..	4	M		
B		Macivor Bros. Co.	50	
Babbitts	16	Maclure, A. M., & Co.	11	
Bain, Donald H., Co.,	11	Mackay Co., Ltd., John	13	
Borden Milk Co.	1	MacLeod & Co., D. J.	11	
Bradstreets	60	Maclure & Langley	12	
British Columbia Hop Co., Ltd.	4	McBride Bros.	16	
Business Systems	64	Magor, Son & Co., Ltd.	20	
C		Malcolm Condensing Co.	20	
Canada Maple Exchange	6	Mann, C. A., & Co.	63	
Canada Nut Co.	14	Marsh Grape Juice Co.	13	
Canadian Postum Cereal Co.	57	Marshall, H. D.	13	
Canadian Salt Co., Ltd.	53	Megantic Broom Mfg. Co., Ltd..	8	
Canadian Wood Products Co.	7	Miller Bros. Co.	53	
Chamberlain Medicine Co.	2	Midland Vinegar	53	
Chisholm Milling Co.	2	Montreal Nut & Brokerage Co.	17	
Clark, W., Ltd.	3	N		
Connors Bros.	48	Nagle & Co., N. (Volpeek) ...	64	
Chilliwick Evaporating & Packing Co.	15	Nelson, C. J.	14	
Cockburn Co., F. D.	11	Nootka Packing Co.	15	
Clayoquot Sound Canning Co.	14	No-Vary Products Co.		
Cowan & Co.,	Back Cover	..... Inside front cover		
D		Nutrient Food Co.	63	
Davies, Wm., Co.	49	O		
Dayton Scale Co.	55	Oakeys, John, & Son, Ltd.	53	
Defiance Packing Co.	15	Oury Millar Co.	56	
Dominion Salt Co.	63	Oval Wood Dish Co.		
Duncans, Ltd.,	61	..... Inside back cover		
Duffy & Co., J. J.	62	P		
E		Patrick, W. G., & Co.	12	
Eddy Co., E. B.	5	Paturel, Emil	53	
Eckhardt, H. P., & Co.	59	Pennock, H. P., & Co., Ltd. ..	10	
Egg-O Baking Powder	19	Perry, H. L., & Co.	10	
El Roi-Tan, Ltd.	14	Pullan, E.	63	
Elliott, W. F.	12	R		
Escott, W. H., Co.	10	Releg Co., Ltd.	54	
Estabrooks & Co., T. H.	19	Rock City Tobacco Co.	52	
F		Rose & Laflamme, Ltd.	13	
Fairbank, N. K., Co.	57	S		
Fearman, F. W.	50	Scott, Ltd., A. B.	53	
Freeman & Co., J. L.	13	Scott-Bathgate Co., Ltd.	10	
Freeman Co., W. A.	50	Shaw & Ellis	48	
Furnivall-New, Ltd.	16	Simms, T. S.	8	
G		Spratts, Limited	62	
Gaetz & Co.	13	Schofield & Beer	13	
Gillespie & Co., The Robt.	14	T		
Grant, C. H.	11	Toronto Salt Works	63	
Gray, John, & Co.	52	Trent Mfg. Co.	63	
H		Thompson, E. B.	63	
Hargraves, Canada, Ltd.	8	Thompson & Co., G. B.	11	
Hart, C. B., Reg.	13	Turton, J. E.	13	
I		Toronto Pottery Co.	63	
Imperial Extract Co.	60	V		
Imperial Rice Milling Co.	15	Vogans, Ltd.	63	
Imperial Tobacco Co.	Front Cover	W		
J		Walker Bin & Store Fixture Co.	9	
Jones, C. & J.	12	Walker, Hugh, & Son	61	
K		Watford Mfg. Co.	55	
Kavanagh Co.	63	Watson & Truesdale	11	
Kearney Bros.	5	Wethey, J. H., & Co.	61	
L		White & Co.	61	
Lambe, W. G.	12	White Cottell's	63	
Lemon Bros.	12	Williams Storage Co.	11	
		Woods, Walter, & Co.	16	

BUYERS' DIRECTORY

Latest Editorial Market Information and Guide to Buyers.



**Overseas
CAKE**

Put up in one pound packages.

Order from your jobber to-day.

VOGANS, LIMITED TORONTO



**JARS AND
BUTTER CROCKS**

Are needed in every household. We can supply you with the kind that sells. Write for price, list now to

**The Toronto Pottery Co.
LIMITED,
Dominion Bank Bldg., Toronto**

We are now located in our new and more spacious warehouse at

60-62 JARVIS ST.

TORONTO SALT WORKS

GEO. J. CLIFF

**WHITE COTTELL'S
BEST ENGLISH MALT VINEGAR
QUALITY VINEGAR**

WHITE COTTELL & CO.
Camberwell, London, England

Agent:
**W. Y. COLCLOUGH, 53 Silver Birch Avenue
TORONTO**

SALT

All Grades.—Carloads.

THE DOMINION SALT CO., LTD.
Manufacturers and Shippers
SARNIA :: :: :: ONTARIO

All these ads will have position on a live page each week containing reading matter.

MARKET BRIEFS

The secretary of the Canadian War Trade Board wires as follows:

"Have received intimation from the High Commissioner, London, that British authorities have issued general license for three months permitting importation of any quantity of fruits, canned, bottled or preserved, also soap."

* * *

Nuts show some fluctuation, prices on shelled walnuts and shelled almonds being shaded somewhat on the local market. Tarragona almonds have declined on the New York market, but this has not affected the market here as yet. Brazil nuts in the shell are practically done. A car of California walnuts arrived this week and is being distributed to the trade.

* * *

Probability of overseas sales is exercising a strengthening influence on the barreled apple market. It is reported that inquiries as to price and quantity available have already been received. Box apples are also very strong, primary points showing an advance, with indications that first of year may show even higher levels.

* * *

An advance in the price of laundry soaps amounting to 25c per case has been recorded in some lines. Even at present prices market is strong, and that higher levels may prevail seems quite within the realm of possibility.

MINCEMEAT

Write, wire or telephone for quotations for prompt or fall delivery.

E. B. THOMPSON

20 Front Street East, Toronto

30 DOZ. CASE FILLERS
ONE DOZ. CARTON FILLERS
¾-INCH CUSHION FILLERS
CORRUGATED FLATS.

The TRENT MFG. CO., Ltd.
TRENTON - - - ONTARIO

CHOCOLATTA

contains chocolate, milk and sugar in powdered form.

Makes a delicious drink served hot or cold. Suggest it to your customers for Home and Overseas.

NUTRIENT FOOD CO., TORONTO

DRING SAUSAGE

Montreal and Quebec Province Grocers, attention—We are the only manufacturer of this most delicious sausage. We deliver in lots of 5 lbs. or more, to all Montreal Grocers and Butchers.

**KAVANAGH PROVISION CO.,
372 Bleury Street, Montreal**

Telephones: Uptown 4620-4621, Night Up, 1980. Canada Food Board License No. 9-690

GRCOERS & BUTCHERS

Buy the Best

FANCY DRESSED POULTRY,
SELECTED EGGS, CHOICE DAIRY
AND CREAMERY BUTTER

C. A. MANN & CO.
LONDON, ONTARIO

"Canada Food Board License No. 7-078"

These one-inch spaces only \$1.60 per insertion if used each issue in the year.

Wanted

CLASSIFIED ADVERTISING

Advertisements under this heading 2c per word for first insertion. 1c for each subsequent.

Where replies come to our care to be forwarded, five cents must be added to cost to cover postage, etc.

Contractions count as one word, but five figures (as \$1,000) are allowed as one word.

Cash remittances to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittances cannot be acknowledged.

WANTED

DEAD STOCK OF PATENT MEDICINES. drugs and sundries bought or exchanged. Write The Drug Exchange Co., P.O. Box 1343, Montreal, Que.

AGENCIES WANTED

GROCERY LINE WANTED ON COMMISSION by a traveller having a large experience with the wholesale grocers, the best retail grocers and also confectionery trade. Have sold English and American lines in the Provinces. I have Canadian lines but need another. References if necessary. Traveller, Box 475, Truro, N.S.

WANTED—PAYING GROCERY BUSINESS in good live town. Box 456, Canadian Grocer.

SIDE-LINE FOR TRAVELLERS—INFORMATION wanted from small towns regarding new building. Will not interfere with your regular business. We don't ask you to sell anything—merely to acquire information. Commission paid for each report. We supply forms and postage. Apply stating route and how often covered. Box 452, Canadian Grocer, Toronto.

SITUATIONS WANTED

EXPERIENCED LADY WISHES POSITION in general store. Apply Box 454, Canadian Grocer.

Use this page—the page that is never overlooked—from time to time to put efficiency in your service, and watch it for opportunities.

Everything is classified under appropriate headings, so that you can, at a glance, find what you are looking for. Quite often the want ad page is consulted as a guide to conditions.

Anything used or of interest to the Grocery trade can be located by an advertisement on this page.

Canadian Grocer reaches thousands of the best grocers in the Dominion—the kind you want to speak to.

The cost of this service to you is very small—2 cents per word first insertion, and 1 cent per word for each subsequent insertion of the same advertisement. If you do not wish your name to appear in the ad we have a Box system whereby everything is strictly confidential, for which we charge 5 cents per insertion extra.

Kindly enclose remittance with ad so as to save unnecessary bookkeeping, etc.

FOR SALE

CASH GROCERY BUSINESS AVERAGING \$450 weekly. Dwelling and store combined. Box 440, Canadian Grocer.

FOR SALE — SASKATCHEWAN GENERAL business with post office, established four years. Stock around \$5,000; fixtures \$1,000; store and dwelling house valued \$3,200. \$2,000 cash, balance arranged, monthly payments. Do not reply unless you have \$5,000 or \$6,000 cash. Safest proposition in Saskatchewan where farmers have done well. Owner in poor health. Stock can be reduced to suit purchaser. No exchange commissions. Post office easily earns \$1,000 yearly. Apply Box No. 462, Canadian Grocer.

FIXTURES FOR SALE

EVERY MERCHANT WHO SEEKS MAXIMUM efficiency should ask himself whether a Gipe-Hazard Cash Carrier, as a time and labor saver, is not worth more than the high-priced labor which it liberates. Are you willing to learn more about our carriers? If so, send for our new catalogue J. Gipe-Hazard Store Service Co., Limited, 113 Sumach St., Toronto.

WANTED

WANTED TO BUY—USED McCASKEY BOOK-keeping System holding 200 accounts or more must be in good condition. State lowest cash price to Box No. 460, Canadian Grocer.

THE "WANT" AD.

The "want ad." has grown from a little used force in business life into one of the great necessities of the present day.

Business men nowadays turn to the "want ad." as a matter of course for a hundred small services.

The "want ad." gets work for workers and workers for work.

It gets clerks for employers and finds employers for clerks. It brings together buyer and seller, and enables them to do business though they may be thousands of miles apart.

The "want ad." is the great force in the small affairs and incidents of daily life.

Dairy Butter Wraps

Made from 30-lb. No. 1 Genuine Vegetable Parchment Paper, printed in two colors ink with design conforming to regulations covering Dairy Butter, size 8 x 11, packed 500 sheets to a carton.

ALWAYS IN STOCK

Special Printed Wraps to Order

Business Systems Limited

Largest Manufacturers of Butter Wraps in Canada

52-56 Spadina Ave. TORONTO



VOLPEEK
MENDS HOLES in
POTS & PANS

Get a Share of the Vol-Peek Demand
Vol-Peek is a splendid little specialty that enables every housewife to mend leaky pots, pans, etc., quickly and easily and without the aid of any tools. At a cost of about 1/2 cent a mend!

Show Vol-Peek on your sales counter. There's a good profit on every sale and Vol-Peek always satisfies.
At your wholesaler or from us direct.

H. NAGLE & CO.
Box 2024 - - Montreal

fifteen cents



THE DISH THAT CARRIES DISTINCTION

Economy of operation.

Your best chance to make money in the provision business to-day lies in your ability to make every method and all equipment give one hundred per cent. service.

This must apply to both large and small items.

Take butter dishes as an instance.

Is the dish you use merely a temporary makeshift to hold food during the process of delivery or is it an efficient and money-saving part of your organization?

If you are using the Riteshape you are cutting costs in many ways. You can display and sell food in the same dish, no transfer of foods, for the Riteshape will not spoil or contaminate any food. Chopped and sliced meats can be stored in Riteshapes, displayed in Riteshapes, and sold in Riteshapes.

Another thing—the use of the Riteshape will cut your paper bill by more than the cost of the dish.

Ask Your Jobber, or

The Oval Wood Dish Co., Inc.

Manufacturers
TUPPER LAKE, N.Y.

Victoria Paper & Twine Co.

Distributors
TORONTO MONTREAL HALIFAX



COWAN'S

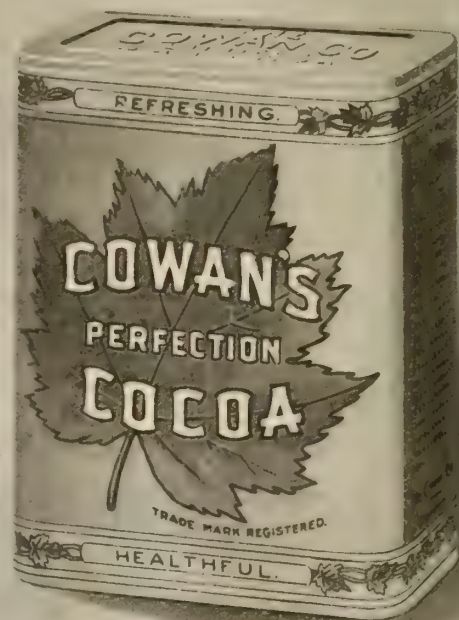
PERFECTION

COCOA

TO PROGRESSIVE DEALERS

PUT this Canadian Brand on the firing line, and watch it capture a big trade for you. Display it prominently on your shelves. It is a line that adds prestige to any store. Recommend Cowan's Perfection Cocoa because you know it is purest and best. One sale makes a permanent customer.

THIS illustration shows a cluster of Cocoa Pods as they are found on the tropical tree "CacaoTheobroma." After the beans are removed and dried, they are shipped to Cowan's, where by a special process of roasting, their fragrant aroma and delicious flavor are retained, and may be enjoyed by users of Cowan's Perfection Cocoa.



MADE IN CANADA AT COWAN'S SUNLIT PLANT
TORONTO

CANADIAN GROCER

Members of the Associated Business Papers—Only Weekly Grocery Paper Published in Canada
THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXXII

PUBLICATION OFFICE : TORONTO, DECEMBER 6, 1918

No. 49



Christmas Greetings

WE wish all our friends in the
Trade an abundance of
Christmas Happiness and an over-
flowing measure of Prosperity in
the New Year.


Macdonald-Chapman

Limited

Wholesale Grocers

Winnipeg

Connections: Fort William, Moose Jaw, Saskatoon, Swift Current, Battleford,
Edmonton, Calgary, Fernie, Nelson, Vancouver.





TELL ALL YOUR CLERKS THIS TALKING POINT

IN these days of epidemics, you cannot too strongly emphasize the sanitary qualities of O-Cedar Products.

Dust is a germ-breeder. It is dangerous, when it is so light as to float in the atmosphere. When the dust is heavy, the germs are killed, and it is harmless.

Because it acts as a disinfectant and prevents the spread of disease, every household should use

O-Cedar Mop

Polish

The O-Cedar Mop gathers the dust and does not scatter it. O-Cedar Polish has positive disinfectant properties. So, every family where O-Cedar is used has added protection against disease. Every household that does not use O-Cedar is taking unnecessary chances. Because O-Cedar Mops and Polish are sanitary, they are being used by large hospitals all over the North American Continent. When it is so easy for each one of your customers to take the same precautions as the most famous hospitals, why should you not sell each one of them O-Cedar Products?

Order from your Jobber.

CHANNELL CHEMICAL COMPANY, LIMITED
369 SORAUREN AVE., TORONTO

PEANUTS

Write for
BEST CHINESE SHELLED
OF ALL GRADES

JAPANESE "CHERRY"
BRAND UNSHELLED

WALNUTS

BEANS

RICE

*DIRECT IMPORTERS
FROM
THE ORIENT*

FUJITA & CO., LTD.

VANCOUVER, B.C.

Head Office: KOBE, JAPAN.

Branches: NATE, YOKOHAMA, SEATTLE, TIENTSIN and TSINTOW

So deliciously invigorating, so convenient,
so easy to prepare, so useful in many ways

Borden's MILK PRODUCTS



Borden's



will bring you unlimited opportunities for good and lasting sales during the present season. Casual purchasers invariably become regular customers where Borden Milk products are concerned.

The good profit on every Borden sale makes selling these products very advantageous. Is your stock complete?



Borden's



Borden Milk Company Limited

"LEADERS OF QUALITY"

MONTREAL

Branch Office: No. 2 Arcade Building, Vancouver, B.C.

License No. 14-213

COFFEE



We have a good stock of all grades and can quote low prices, notwithstanding the recent advance.

TEA



The prices we are quoting this month will look low within a few weeks. Contract now for your requirements for the next six months. **You will be pleased with your foresight.**



Part of our business is to show our goods. It is a pleasure to send samples if you will let us know the grades you handle.

KEARNEY BROS., LIMITED

33 St. Peter Street, Montreal

250	Cases	Fancy Seeded Raisins, 16 oz., @	16 1/2c
200	Cases	Seedless Raisins, 16 oz. @	17 1/2c
250	New	Fancy Evaporated Apples, 50-lb. boxes, @	15 1/2c
100	Cases	70/80 Prunes, 50 lb.	16 1/2c
75	"	80/90 " "	15 1/2c
125	"	90/100 " "	14 1/2c
250	"	100/120 " "	11 1/2c
500	Cases	Tomatoes, Prospector Brand	\$1.75 doz.
200	Cases	Gold Soap	\$7.00

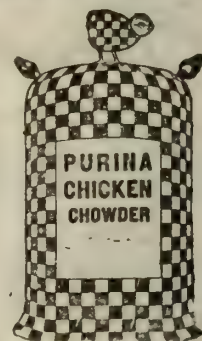
All goods sold f.o.b.
License No. 6-933.

S. G. Bendon Utility Co.

87 Notre Dame St. W.
MONTREAL

Grocers Purina Feeds

**PAY BIG
PROFITS**



It pays best to sell what pays the customer best. When a customer asks for "Chicken Feed" or something to "Make Hens Lay," you grocers are doing yourselves a good turn by recommending

PURINA
*Scratch Feed
and
Chicken Chowder*

Because—Purina Feeds give results and bring more trade. Don't fool away your opportunities trying to buy ordinary Feeds a few cents a hundred cheaper than Purina. Purina is "guaranteed to make Hens Lay More Eggs" and it will pay you best to sell the BEST. Link up with the Purina advertising and keep a good stock of Purina Scratch Feed and Purina Chicken Chowder. Your trade will be asking for it.

Canada Food Board Cereal Mill License No. 4-198

THE CHISHOLM MILLING CO., LTD.
8 Jarvis St., TORONTO

CLARK'S SPAGHETTI

With
Tomato
Sauce and
Cheese



MADE
IN
CANADA

CLARK'S PREPARED FOODS ARE UNEQUALLED FOR

QUALITY

THIS IS ONE OF THEIR BEST

W. CLARK, LIMITED, MONTREAL

Canada Food Board License No. 14-216

AYLMER CATSUP

1918 PACK—NOW READY

A Pure Tomato Catsup

Glass Bottles—Three sizes, 8 oz., 12 oz., 17 oz. All 2 doz. to case. Glass and stone jugs, 1 gal., 4 to crate.

Order your requirements now to insure prompt shipment before the cold weather sets in. If you cannot procure AYLMEER CATSUP through your Jobber

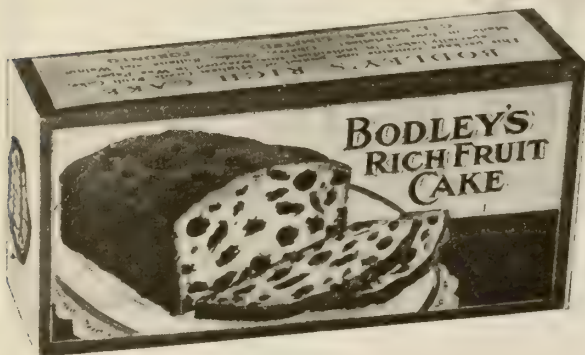
Write, Phone or Wire

DOMINION CANNERS LIMITED

HAMILTON, CANADA

Canada Food Board License No. 14-12.

You can sell lots of
these two during the
Christmas shopping weeks



A showing of Bodley's Rich Fruit Cake and Bodley's Plum Pudding will get you many money-making sales, and every sale means a satisfied customer.

Wire at our expense for quotations immediately.

C. J. BODLEY, LIMITED, TORONTO

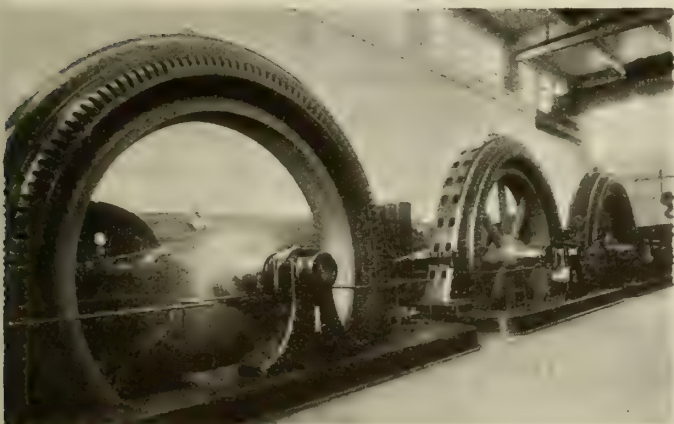
Food Control License No. 5-309

Every Week with the E. B. EDDY COMPANY OF HULL CANADA

Story for Week Dated Dec. 6, 1918.

Being No. 11 in the Series

Eighteen Thousand Horse-Power Behind The Eddy Company Machinery



WHEN Ezra Butler Eddy began business at Hull in 1854 the Chaudiere Falls were fuming and thundering over their rocks unharnessed as they had been for generations. E. B. Eddy began to harness them. Gradually the immense power running to waste in old days over those falls has been conserved for industrial use. The great electric generators illustrated above are to-day developing 18,000 horse power, and run the whole giant array of the Eddy Company's manufacturing machines. The plant is declared by experts to be the most complete, and best laid out of its kind on the American continent. Its foundations are laid on steel piles based on the solid rock below the falls, and 35,000 bags of cement were used in the concrete work of the power house. The whole power house is absolutely fire-proof, and from its switchboards are controlled the great grinding machines of the pulp mills, the paper-making machinery, the match-making machinery, the machinery for manufacturing the indurated ware, the machines at the sulphide plant, the series of fast-running saws that cut the logs, the complete array of conveyors that carry them, the box-making and bag-making machines, the construction and repair shop machinery, the lighting plant and fire apparatus. The Chaudiere Falls have got pretty busy since E. B. Eddy took hold at Hull.

Some Eddy Matches You Know

Eddy's Silent 5 Match
Eddy's "Owl" Match
Eddy's Golden Tip Match
Eddy's Buffalo Match
Eddy's Home Match
Eddy's Domestic Match
Eddy's Red Bird Match
Eddy's Sesqui Match
Eddy's Safety Match
Eddy's Comet Safety Match
Eddy's Little Comet Match
Eddy's Safe-Light Match
Eddy's Telegraph Match
Eddy's Safeguard Match
The Eddystone Safety Match
Eddy's Capital Safety Match
Eddy's Gas Lighter Match
Eddy's Silent 200 Match
Eddy's Eagle Parlor Match
Eddy's Royal George Match
Eddy's Tiger Match
Eddy's Silent Pony Match
Eddy's Everready Match
Eddy's Flaming Wax Vestas
Eddy's No. 1 Wax Vestas
Eddy's No. 2 Wax Vestas
Eddy's No. 5 Wax Vestas
Eddy's No. 9 Wax Vestas
Eddy's No. 13 Silent Wax Vestas



Xmas Orders

SERVICE and QUALITY are what count in supplying your trade with Xmas goods. On account of our excellent warehouse location, our experienced and efficient staff, many of whom have been with us for years, we are able to give to our customers the quick service and careful packing that insures satisfaction.

We have always demanded, and will continue to demand, that *Quality*, be the first consideration in our business. The small difference in the cost is amply repaid in *Quality* and *Satisfaction*.

We will have our usual *Heated Refrigerator Car Service* on all main routes. *Everything* is loaded under cover and on our own siding, by our own staff. No danger of frost, rough handling or delay.

Let us assist you in making your Xmas trade the *best yet*. Order through our travellers or direct.

The firm for Service—Established 1861—
The House of Quality

HUGH WALKER & SON

Wholesale Fruit

GUELPH

ONTARIO

*Watch for Our Christmas Price List.
It is coming soon.*

License Nos. 3-090, 3-204

The Orange Shortage Ends and prices are lower

AFTER an eighteen months' shortage of California oranges, normal shipments have been resumed.

Why Orange Prices Have Been High

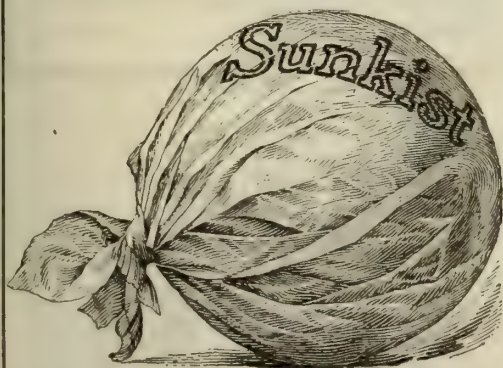
A disastrous heat wave in June, 1917, caused the shortage of oranges and lemons in 1917 and 1918, with consequent high prices. The intense heat of 1917 shriveled about two-thirds of the young fruit. The extent of this damage is seen in the figures below, which are taken from the official annual report of the California Fruit Growers' Exchange.

In a normal year California ships 45,000 cars of oranges. Last year only 17,119 carloads were shipped. In other words, there was a shortage of 27,881 carloads, or 12,881,022 boxes of fruit.

Seasons	Carloads		Totals
	Navels	Valencias	
1916-17....	30,284	16,307	46,591
1917-18....	6,350	10,769	17,119

Free Store Decorations

Dealers are invited to make a choice of pieces from our special list of retail display material and store decorations. Most of it is free. Send for the list and make your choice. Address in care of Dealer Service Department.



Oranges Lemons
The Staple Fruits

Lower prices, with a larger volume of sales from the stores, may be expected after the high prices of the last few months, which were due to short supplies and a heavy demand.

Barring unforeseen weather damage, California Navel Oranges will now arrive continuously and regularly at all points. This season's fruit is exceptionally fine in flavor, size, color and general attractiveness.

The necessity for oranges in the home has again been proved by the insistent demand throughout the country despite short supply and high prices. The health and dietary value of oranges has been firmly established for all time.

Keep in close touch with your jobber to assure ample supplies for attractive mass displays.

California Fruit Growers Exchange

A Co-operative Organization of 8,500 Producers
Who Grow and Market Oranges and Lemons

Los Angeles

California

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

The service department of Canadian Grocer will gladly assist manufacturers at home and abroad in making arrangements with the firms in all parts of Canada whose announcements appear on this page.

WESTERN PROVINCES

MANITOBA
SASKATCHEWAN

Wholesale Grocery Commission
Brokers

ALBERTA
WESTERN ONTARIO

H. P. PENNOCK & CO., Ltd.

Head Office: WINNIPEG Manitoba

We solicit correspondence from large and progressive manufacturers wanting active and responsible representation west of the Great Lakes. An efficient selling organization, and an old-established connection with the trade, place us in a position to offer you unexcelled facilities for marketing your products. Write us now.

"Always On The Job"

The H. L. Perry Co., Ltd., 214-216 Princess St., Winnipeg

As your Selling Agents, we can make a big success of your Account.

STORAGE

DISTRIBUTING

FORWARDING

SIX HOUSES IN WESTERN CANADA

W. H. ESCOTT CO., LIMITED
W. H. ESCOTT CO., LIMITED
W. H. ESCOTT CO., LIMITED

Winnipeg, Man.
Saskatoon, Sask.
Regina, Sask.

W. H. ESCOTT CO., LIMITED
W. H. ESCOTT CO., LIMITED, Fort William, Ont.
W. H. ESCOTT CO., LIMITED
Calgary, Alta.
Edmonton, Alta.

WHOLESALE GROCERY BROKERS, MANUFACTURERS AGENTS, IMPORTERS

Consignments Solicited

HEAD OFFICE: 181-183 Bannatyne Ave. East, WINNIPEG

Write Us

This is the House of Service in the Western Field

Our organization and our staff of aggressive salesmen are the two links required to connect your product with the splendid markets of Western Canada.

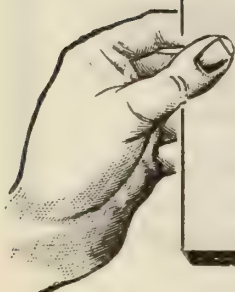
Let us show you how.

We are agents for Christie's Biscuits and Robertson's Confectionery.

Scott-Bathgate Co., Limited

Wholesale Grocery Brokers and Manufacturers Agents

149 Notre Dame Ave., E., Winnipeg



MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

PUGSLEY, DINGMAN CO., LIMITED
JOHN TAYLOR & CO., LIMITED
ETC., ETC., ETC.

We represent some of the best manufacturers,
of whom the above are examples. We will give
your line the same attention.

F. D. COCKBURN CO.
WINNIPEG

A. M. Maclure & Co.

MALTESE CROSS BUILDING
WINNIPEG

IMPORTERS, BROKERS
MAN'F'S. AGENTS
GROCERY, DRUG AND
CONFECTIONERY
SPECIALTIES

Winnipeg Warehousing Co.
Winnipeg

Prompt and Efficient
SERVICE

Ship your consignments in our care.
We have adequate trade facilities to
handle any amount of business
promptly. Goods distributed in Win-
nipeg or re-shipped to points west.

WAREHOUSING
DISTRIBUTING
STORAGE

G. B. Thompson & Co.

Wholesale Commission Brokers and
Commission Agents

We can handle a few more good lines.
Storage Warehouses and Transfer Track.
149 Notre Dame Ave. E. - WINNIPEG
Established 1898.

C. H. GRANT CO.

Wholesale Commission Brokers and
Manufacturers' Agents

1206 McArthur Bldg., Winnipeg
We have the facilities for giving manu-
facturers first-class service.

D. J. MacLeod & Co.

Manufacturers' Agents
and Grocery Brokers
EDMONTON, ALTA.

Open to negotiate for new lines in Alberta.
Our staff calls on wholesale trade and does
detail work.

WATSON & TRUESDALE

Wholesale Grocery Brokers and Manufacturers' Agents

Have live men doing detail work throughout our territory. Manitoba,
Saskatchewan and Alberta. They get the business, and can get it
for you. Write us, and we will explain our system.

156 LOMBARD STREET - - WINNIPEG, MANITOBA

Trackage
Storage
Distri-
bution

Donald H. Bain Co.

Wholesale Grocery Commission Agents

A sales force of competent men.

Ample capital—and the reliability that goes with it.

A record of results—and the prestige that follows it.

An energetic, result-getting organization—with satisfied clients to
prove it.

Are all at your disposal if WE represent you.

Every branch a business in itself, directed by capable, experienced
managers.

All varieties of Food Products.

If you want results get in touch with us.

Head Office: WINNIPEG

Branches—REGINA, SASKATOON, EDMONTON, CALGARY, VANCOUVER

Canada Food Board License No. 6-450

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

The service department of Canadian Grocer will gladly assist manufacturers at home and abroad in making arrangements with the firms in all parts of Canada whose announcements appear on this page.

ONTARIO

W. G. PATRICK & CO. Limited

Manufacturers' Agents
and Importers

51-53 Wellington St., W. Toronto

MACLURE & LANGLEY Limited

Manufacturers' Agents
Grocers, Confectioners and Drug
Specialists
12 Front Street East Toronto

W. F. ELLIOT

Importer & Manufacturers' Agent
(Cor. Leith and Hardisty Sts.)

FORT WILLIAM, ONT.

Established 1909.

W. G. A. LAMBE & CO. TORONTO

Established 1885

SUGARS FRUITS

LOGGIE, SONS & CO.

Merchandise Brokers and
Manufacturers' Agents

Grocery, Drug and Confectionery Specialties.

Foy Bldg., 32 Front Street W
TORONTO - - ONTARIO

Coffee, Its History Classification and Description

By Joseph M. Walsh

This is the most exhaustive, interesting and instructive book ever published on Coffee. It is attractively written and richly illustrated, and should be read by all who deal in or use Coffee. The contents include:

Cultivation and Preparation.
Commercial Classification and Description.
Adulteration and Detection.
Art of Blending, Preparing, etc.

This work, written by one of the greatest authorities in the world upon the subjects of Tea and Coffee, will be mailed to you postpaid on receipt of

\$2.00

It Will Pay You to Send at Once.
MacLean Publishing Co.

Technical Book Department.
143-153 University Avenue, Toronto.

Baker's Cocoa and Chocolate



REGISTERED
TRADE-MARK

MAKE AND
KEEP GOOD
CUSTOMERS

They are most reliable goods sold with a positive guarantee of purity and superior quality; put up in conformity with the Pure Food laws; are readily sold, giving a quick turnover of stock.

MADE IN CANADA

WALTER BAKER & CO. Limited
Montreal, Can. Dorchester, Mass.

Established 1780

To Manufacturers' Agents

Manufacturers are always looking for aggressive brokers to represent them. Keep your name and territory covered to the front, thus impressing them with your aggressiveness. The Manufacturers' Agents' directory is the right place to have your card.

The rates are reasonable. For one inch each week for one year the cost is only \$1.60 per insertion. For two inches for the same time the cost is \$3.20 an issue.

We shall be glad to furnish you with other rates upon application.

Canadian Grocer

143-153 University Ave.
TORONTO

"Golden Nut" PEANUT BUTTER

C. & J. JONES, WINNIPEG

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

The service department of Canadian Grocer will gladly assist manufacturers at home and abroad in making arrangements with the firms in all parts of Canada whose announcements appear on this page.

QUEBEC

ROSE & LAFLAMME
LIMITED
Commission Merchants
Grocers' Specialties
MONTREAL TORONTO
Canadian Food Control License Nos. 6-236/7/8

THE S. G. BENDON UTILITY CO.
Brokers and Commission Agents
87 Notre Dame St. W. - Montreal.
License No. 6-933
Try our Utility Service. Don't wait, do it now.
Agencies Wanted.

JOHN E TURTON

Wholesale Grocery Broker
BOARD OF TRADE BUILDING
MONTREAL

H. D. MARSHALL

Wholesale Grocery Broker
OTTAWA MONTREAL HALIFAX

Paul F. Gauvreau
Wholesale Broker, Flour, Feed, Provisions
84 St. Peter Street, Quebec
On demand will quote Salted Cod Fish, Salted Salmon. Buyer of all kinds of feeds and grains.

J. L. FREEMAN & CO.

Wholesale Grocery Brokers
St. Nicholas Bld. - Montreal

MARITIME PROVINCES

C. B. HART, Reg.
Montreal, P.Q.
Grocery and Chemical Brokers
Commission Agents

Schofield & Beer, St. John, N.B.
Manufacturers Agents
Agents for: Acadia Sugar Refining Co., Ltd., of Halifax, N.S.; W. C. Macdonald, Regd., Montreal, P.Q.; F. W. Berk & Co., London, Eng.; The T. Upton Co., Ltd., Hamilton, Ont.

GAETZ & CO.

MANUFACTURERS' AGENTS AND
GROCERY BROKERS
47-49 Upper Water St., Halifax, N.S.

Get stocked now with MacKay's Pearl Barley Flour

This is a delicious, nourishing BARLEY FOOD that's easy to sell and certain to satisfy.

For Infants, Invalids and Aged People it is particularly suitable. The nursing mother's best friend.

Very desirable in the kitchen for thickening soups and gravies. Gives them a delightful flavor.

It's the real
MacKay

If your wholesaler hasn't got MacKay's write to-day to



Recommended by Dr. McGill, the Domini on his Anal's st, Ottawa

John Mackay Co., Limited
BOWMANVILLE, ONT.

Only Exclusive Pot and Pearl Barley Mill in Canada



**"Um-m!
It's good!"**

That's what your most critical customers will say when they taste Marsh's Grape Juice.

Afterwards they'll ask you for it.

The Marsh Grape Juice Company
NIAGARA FALLS - ONT.

The MacLaren Imperial Cheese Co., Limited
Toronto, Ont.

Ontario Agents:
ROSE & LAFLAMME
Limited Montreal, Que.

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

The service department of The Canadian Grocer will gladly assist manufacturers at home and abroad in making arrangements with the firms in all parts of Canada whose announcements appear on this page.

BRITISH COLUMBIA

Squirrel Brand PEANUT BUTTER

C. T. NELSON GROCERY BROKER

105 Hibben-Bone Bldg., Victoria, B.C.
In touch with all British Columbia wholesalers and jobbers, and can place your line to best advantage. Live men calling on retail trade.
Victoria Vancouver

SAY YOU SAW IT
IN CANADIAN GROCER
WHEN WRITING TO
ADVERTISERS

The Robert Gillespie Co. *Importers and Exporters*

323 Homer St., Vancouver
Live Salesmen covering Alberta and B.C.

LITTLE BROS. LTD., VANCOUVER, B.C.

Established 15 Years. Live Staff of Salesmen. First-Class Storage and Warehouse Facilities.

We can place one or two good specialty lines on the B.C. market. If you want live representation, write us to-day.

Your Customers Will Like

**ALBATROSS
BRAND**

PILCHARD

It is a wholesome and delicious Sea Food and with the prevailing big demand for fish dealers will find Albatross Brand Pilchards a quick-mover and a good money-maker, too.

Clayoquot-Sound Canning Co., Ltd.

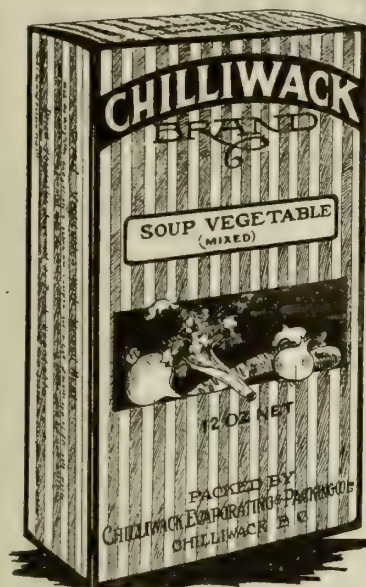
J. L. BECKWITH, Agent
VICTORIA - B.C.

EL ROI-TAN PERFECT CIGAR

Please Mention this Paper when Writing to Advertisers

If any advertisement interests you, tear it out now and place with letters to be answered.

When fresh vegetables
are scarce



comes a big call for such a delicious line as Chilliwack Brand Julienne.

Evaporated potatoes, carrots, turnips, onions, peas and beans are scientifically mixed to produce this delightful vegetable soup. It can also be used for boiled vegetable dinners.

Remember — it has the same flavor as fresh picked garden vegetables.

Your jobber will supply you.

**Chilliwack Evaporating
& Packing Company**

415 Dominion Bank Bldg., Vancouver

“PRIMROSE”

PILCHARDS



*Strictly Prime
Quality*

Ocean Caught

Packed Only By Hand

*Rich in flavor and high
in food value*

Defiance Packing Co., Ltd.

Head Office: VANCOUVER B.C.

Canneries at West Vancouver and Port
Renfrew, B.C.

Sales Agents: Balfour, Guthrie & Co.
Vancouver, B.C.

**Salmon
Commandeered**



**SNOW CAP
BRAND
PILCHARDS**

are more delicious than
SOCKEYE
and are less than half the price.

For Salads and Sandwiches

*They are More
of a Dainty
Than Tuna
Fish*

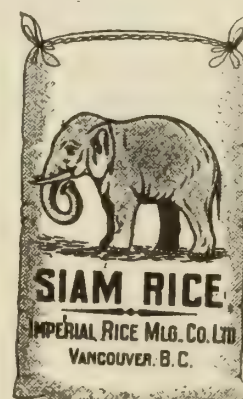
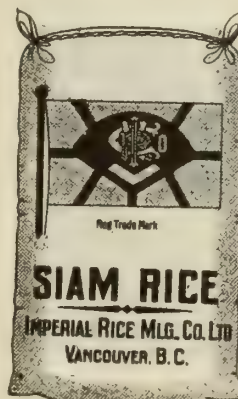
**“Snow
Cap”**

is Hand Packed
by

The Nootka Packing Co., Ltd.
NOOTKA, B.C.

**Imperial Rice Milling
Co., Ltd.**

VANCOUVER, B.C.



We are offering the best value
in Rice on the Canadian
market to-day.

Cook's Favorite Baking Powder

58 Years
on the Market

Duffy's Mustard

Put up in ¼ lb. tins

WRITE US FOR PRICES

J. J. DUFFY & COMPANY

*Oldest Coffee and Spice House
in Canada*

St. Paul St. W. - Montreal

KLIM

IN POWDER FORM

Because the Flavor says so

Not one of your customers who has used Klim according to directions will dispute the fact that Klim is nothing else but pure, pasteurized, separated milk. No one can mistake that natural milk flavor.

Klim is fast replacing bottled milk for drinking as well as for use in cooking and baking and with tea, coffee and cocoa. It is cheaper and more convenient.

Klim is genuine—the flavor proves it.

CANADIAN MILK PRODUCTS LTD.

Toronto Montreal

Western Representatives: W. H. Escott Co. Limited
Fort William, Winnipeg, Edmonton and Regina

Kirkland & Rose
Vancouver

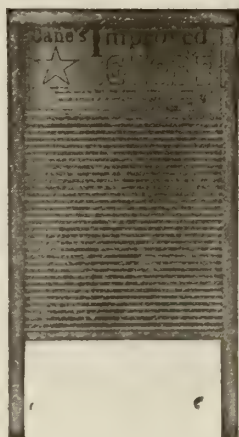
Canada Food Board License No. 14-242

Sell Cane's Washboards

— the washboards that always give a maximum of good service.

Basswood frames free from splinters and splinters.

Show these boards in a corner of the store.



WM. CANE & SON CO.
LIMITED
NEWMARKET, ONT.

About Your Brush Trade

Are you content with the profits from your brush counter?
There's big money waiting for you in Keystone Household Brushes.

Quick turnovers, moderate prices, good profits, and satisfied customers all combine to make the Keystone line one of the most profitable lines you can handle. Write to-day for particulars and prices on Keystone brushes and Nugget brooms.

STEVENS-HEPNER CO. LIMITED

Port Elgin,
Ont.

Christmas Navels

We will be handling exclusively the famous "SUN FLOWER" brand navels for our Xmas trade, and assure our many patrons of the highest grade procurable, being fully matured, well colored and above all, sweet and juicy. The season is considerably in advance to former years in this section of Northern California, and although the crop is very limited, will be in a position to fill our orders complete.

There is a possibility of cheaper brands of Navels being quoted on the Toronto market. Our advice is to keep clear of this lure, they being immature and colorless, and very unsatisfactory in general. In order to assure your Xmas requirements in Navels, etc., order now—demand keen.

McBRIDE BROS.

House of Quality

35 Church Street, Toronto

Canadian Food Control License No. 3-027 and 3-028

Sell Raisins for Holiday Sweets

The shortage of sweets makes raisins doubly popular. Raisins will be welcomed at all Canadian firesides this holiday season.

Be sure Sun-Maid Raisins are displayed in your store.



Sun-Maid

Raisins

Raisins for the holiday treat have been the custom for a century.

The continued shortage of sugar is increasing the use of raisins in boiled rice and breakfast cereals. Raisins are 75 per cent. natural sugar.

Three varieties of Sun-Maid Raisins: Sun-Maid Clusters (on the stem); Sun-Maid Seeded Raisins (seeds removed); Sun-Maid Seedless Raisins (grown without seeds).

California Associated Raisin Co.

Membership 9000 Growers
Fresno, Cal.

Y & S STICK LICORICE in 10c Cartons



Everything in Licorice for all
Industries using
LICORICE
in any form.

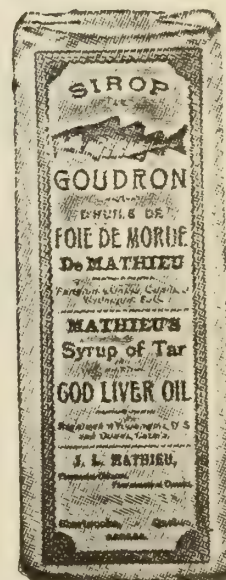
Made in Canada by

National Licorice Company
MONTREAL

Mathieu's Syrup of Tar and Cod Liver Oil

is a good line to feature during the cold weather months because wherever tried it is recognized as a certain remedy for colds, coughs, la Grippe and kindred complaints.

Get this line in stock in good time and recommend it strong.



Mathieu's 'Syrup of Tar and Cod Liver Oil'—a splendid body builder.

J. L. Mathieu Co.

PROPRIETORS

SHERBROOKE - QUEBEC

O'LOANE, KIELY & CO., LTD.

VANCOUVER, B. C.

Wholesale Grocery Brokers, Manufacturers Agents and Distributors

We offer first-class Intelligent and Reliable Service.

25 years' experience in Wholesale Grocery and Kindred Lines.

WE HAVE experienced specialty Salesmen; Free and Bonded Storage Facilities and Trackage.

We have Reliable Brokerage Connections in every Wholesale City in Canada and in many United States Cities.

WE SOLICIT RELIABLE ACCOUNTS

Import and Export Departments

IMPORTERS—Specializing Oriental produce, including Beans, Peas, Seeds, Rice, Tapioca, Spices, Tea, Coffee, Ceylon Coconut, Peanuts, Walnuts, Sulphur, Kauri Gum, Hemp Oil, Coconut, Peanut, Cottonseed, Soya Bean, Castor, Chinawood Oil, Fish Oil, Australian Mutton; Packers' By-Products, including Tallow, Grease, Lard, Sausage Casings, Hides, etc.; Cordage, Glassware, Matches, Raw Materials, etc.; Dried Fruits, Honey, Jams, Fruit Pulp, Australian Currants and Produce.

EXPORTERS—Including Canned Salmon, Herring, Clams Pilchards, Salt Herring and Salmon in barrels, and other Cured Fish; Canned Milk, Canadian and American Canned Fruits and Vegetables, Dried Fruits and Vegetables and other Food Products, Paper, Pulp, Lumber, Box Shooks, Potatoes, Apples, Beans, Peas, Seeds, etc.



WE SOLICIT YOUR ENQUIRIES FOR

Cream of Tartar

Cream of Tartar Substitute

Bicarbonate of Soda

Borax, Glycerine, Blue Vitriol

FULL PARTICULARS OF ANY OF THE ABOVE GLADLY SUPPLIED UPON REQUEST

**B.&S.H. THOMPSON
& COMPANY LIMITED**

MONTREAL

Branches: TORONTO WINNIPEG VANCOUVER
NEW GLASGOW, N.S.



Three Points that keep
Schneider's Sausages selling---

APPEARANCE-QUALITY-TASTE

Schneider's Sausages are different. Their goodness is always reliable because they are made from the very purest ingredients by people with a reputation for the making of better sausages.

Order Schneider's Sausages to-day.

J. M. Schneider & Sons, Ltd.
KITCHENER - ONTARIO

*Drop us a card for Sausage and Smoked Meat quotations.
Satisfaction guaranteed on all mail orders.*

The Christmas Window Contest

NOW is the time to be considering the matter of this Christmas window display. You will be decorating these windows anyway, why not put a little extra effort into it and enter them in this Christmas contest. That little extra effort will mean extra sales anyway, and so the effort is not wasted.

Your store windows are, bar none, the best selling agent that you have. You can sell the people who enter your store, but your windows sell the hundreds of people who merely pass by. That is, they sell them if the windows are a selling force.

That, then, is the idea of these contests, to bring out the best that there is in your window dressers. The contest is judged on a basis of selling power, attractiveness and novelty. It closes January 4, 1919. Get your photo in promptly. These photos should, where possible, be 8 x 10 in size.

PRIZES

Towns and Cities Over 10,000 Population

1st Prize	\$5.00
2nd Prize	3.00
3rd Prize	2.00

Centres Under 10,000 Population

1st Prize	\$5.00
2nd Prize	3.00
3rd Prize	2.00

Send photograph with description to

THE CONTEST EDITOR, CANADIAN GROCER

143-153 UNIVERSITY AVENUE

TORONTO

After the War—What?

The time to put on fire insurance is before the fire. The time to prepare for after-the-war conditions is before peace comes.

Advertise now and be prepared to keep your goods in demand through the medium of
CANADIAN GROCER

Sunset is a Marvel in Repeats



It's the line you should push because it pays you the most profit with the least trouble and shows the quickest turnover. Sunset is the one real home dye, that will permanently dye all fabrics, giving the same shade and depth of color in the same bath, without soiling hands or utensils.

Sunset Soap Dyes

selling at 15c, give you more profit than you can make on any other dye.

They are being extensively advertised with honest publicity that will send customers to your store. Why not cash in on these new, strictly American dyes, made by American labor? Send to-day for a counter container filled with a gross assorted and watch your turnover. Then you, like hundreds of other dealers, will marvel at the repeats.

SUNSET SOAP DYE CO., INC.

NEW ROCHELLE, N.Y. TORONTO, CANADA

Sales Representatives for U.S. and Canada

HAROLD F. RITCHIE & COMPANY, INC.
NEW YORK TORONTO

Conserve Labor!

Everyone possesses some degree of energy. That energy expressed is labor. Without labor the world would suddenly stand still. Production of any kind would be absolutely impossible. Humanity would perish.

Labor is, and will continue to be scarce. Labor is costly. Expenditure of labor through inefficient methods is a waste, not only of labor, but of time and money, all of which should be expended more profitably.

BOWSER SYSTEMS

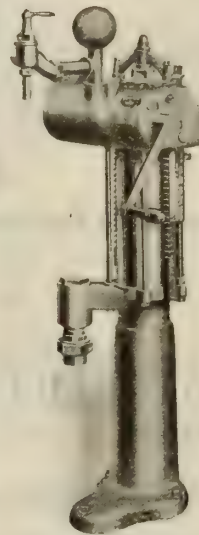


Figure 103 - Fastest one-gallon pump made.

for the storing and handling of oil will conserve

70%

of the labor necessarily expended by less efficient methods.

They also conserve:—

Time
Capital
Space
Machinery
Lives
Property
Material

BOWSER SYSTEMS ARE:

Leak-proof Dirt-proof
Loss-proof Evaporation-proof
Fire-proof Deterioration-proof

An inquiry carries no obligation whatever. Let us help you CONSERVE LABOR.

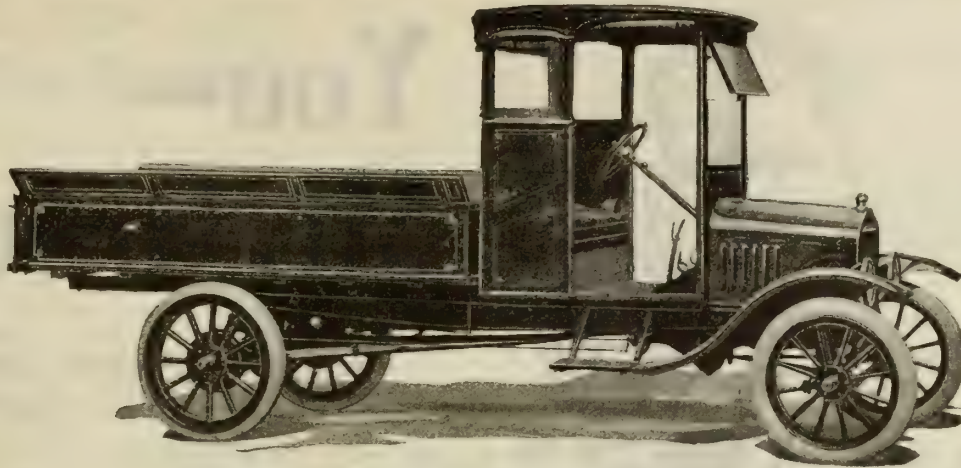
S. F. Bowser & Co., Inc.

TORONTO, CANADA

Sales Offices in all
Centres

Representatives
Everywhere

THE BEST EXPRESS BODY IN CANADA



We simply ask you to look at the above illustration which is reproduced from a photograph, and see if you do not consider it the best-looking stake body for a truck you ever saw. Our master builder says it is the finest truck body that any factory in Canada can turn out. We make different styles to suit the different trades.

Fits any Chassis.

Price Reasonable.

Write Direct for Illustrated Folder, Prices and Terms.

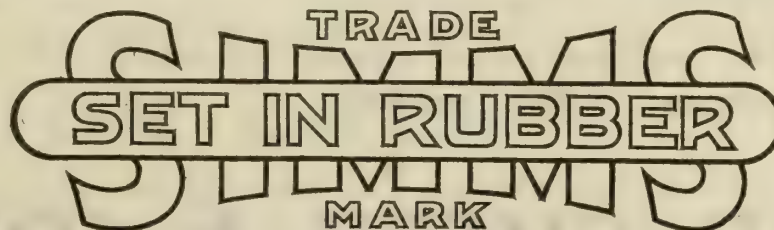
CARRIAGE FACTORIES, LIMITED

Head Office: Excelsior Life Bldg., Toronto.

Sales Offices: Montreal, Toronto, Winnipeg

DO YOU WANT "BETTER BRUSHES"

THEN WHY NOT BUY THE ONLY BRUSH MADE TO THAT STANDARD?



Brushes built on a quality basis and priced on a quantity output. Made under modern methods, equipment and management in the finest factory in the world devoted to the making of high-grade brushes.

T. S. SIMMS & CO., Ltd., Makers of **"BETTER BRUSHES"**
ST. JOHN (FAIRVILLE), N.B., CANADA



You--- Mr. Grocer

will readily admit that, in the final analysis, Quality is the Best Policy.

Particularly is this true in the matter of the jams you sell.

E. D. Smith's Raspberry Jam

is a line with a quality and a reputation that spell bigger selling, bigger profits and bigger prestige for you.

The undermentioned agents can supply you with any "E.D.S." product.

E. D. SMITH & SON

LIMITED

WINONA - ONTARIO

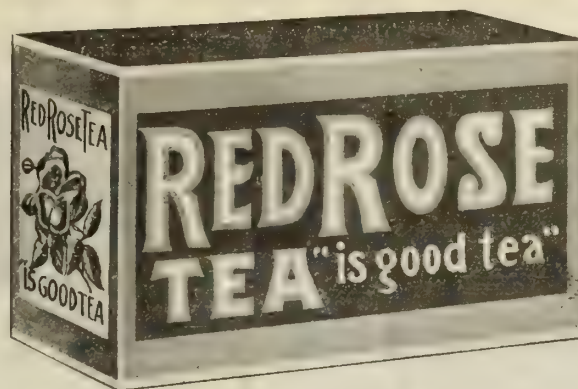
AGENTS: Newton A. Hill, Toronto; Eastern Representative: Wm. H. Dunn, Limited, Montreal; Alberta Representative: Donald H. Bain Co., Calgary, Alta., Edmonton, Alta.; Watson & Truesdale, Winnipeg.

License No. 14-112.

From an Editorial in "Canadian Grocer"

There is just one fundamental principle to bear in mind in the buying and selling of tea. If the quality and flavor of the tea the retailer sells over the counter varies from week to week, or month to month, he has a poor chance of satisfying customers. The head of a household, who once buys a tea which satisfies her, wants to be in a position to purchase that same quality and same flavor at her grocery store whenever in need of it. If she is not able to do this, she naturally is open to discuss the tea question with every pedlar who comes to the door. Of course, women do not buy the same tea always, but when they do change, and become satisfied with another blend and flavor they want to be able to purchase that blend and flavor as long as they desire.

Therein lies the whole secret of the retailer developing his tea business. Let him buy tea that he can duplicate at any time. Then if he finds that it satisfies the majority of his customers, he is in a position to retain their trade and develop trade with others.



The Sure Trade Builder

Red Rose Tea satisfies hundreds of thousands of particular tea drinkers every day.

Red Rose Tea has maintained its standard of quality unchanged for 24 years.

Canada Food Board License No. 6-276.

COMPARE

the appearance of a container sealed with the Anchor Cap with that of another sealed with the old-fashioned variety. Which impresses you the more favorably? The neat appearance of the Anchor Cap is not the only advantage. Their absolute airtight seal prevents evaporation and contamination of the contents.

ANCHOR CAPS

spell economy and good profits. They insure against unnecessary waste. Goods properly packed and sealed with Anchor Caps are easily and always saleable at the full retail price.

Always specify Anchor Caps when placing your order.

Anchor Cap & Closure Corporation
OF CANADA, LIMITED

FACTORY AND
GENERAL OFFICES



50 Devereaux Road
TORONTO, ONTARIO



**Keep Your
Stock of
Colman-Keen
Products
Before the
Public**

by hanging one
of these hand-
somer litho-
graphed cards in
your store. It
will be mailed
you free on re-
quest.

Magor, Son and Company, Limited

191 St. Paul St. West, MONTREAL 30 Church Street, TORONTO

AGENTS FOR THE DOMINION OF CANADA

The Cheese that spreads like butter

Put up in attractively labelled paraffined cartons, the good appearance of which gives the housewife an inkling of the excellence of the contents.

There are fresh stocks of

INGERSOLL CREAM CHEESE

always on hand from which we can supply you.

Send in your order now and get this well-liked line selling in your store.

INGERSOLL PACKING CO., LIMITED

INGERSOLL, ONT

CANADIAN GROCER

Vol. XXXII.

TORONTO, DECEMBER 6, 1918

No. 49

No Decline in Demand for Pork

No Likelihood of Slackening Demand For Year or More—Every Ounce of Excess Production Will be Taken by European Countries—Conditions Preclude the Possibility of Declines For Some Considerable Time

THERE are people, and among these may be noted many of the newspaper editors, who argue in this simple fashion: "The war is over, food prices should at once return to normal." Unfortunately business is a far more complex structure than these innocent folks imagine. The conditions built up by four years of titanic struggle, and the consequent disruption of business, cannot be changed in a day. As a matter of fact as far as the products of the great packing plants of the country are concerned, the demand is if anything more insistent now than during the months of actual fighting. Then the problem was only to feed the Allied belligerents, but now comes the vexed problems of feeding all Europe, until the production can be revived in the war-harried countries.

An Allied Purchasing Commission

During the course of the war purchases of bacon were made in Canada by the War Purchasing Commission. This organization will be superseded by the Allied Purchasing Commission that will represent the needs of England, France and Italy. It will be the largest factor in the packing business, for another year at the very least, for two years or more in all probability. When it is stated that this will be the large factor this statement is made advisedly. The purchases of this commission, judging by past experience, and the knowledge of conditions at present existing on the European continent, will represent the largest part of the production of the great packing plants. M. L. Pratt, Paris representative of the P. Burns & Co., Calgary, in a recent interview stated:

"My personal opinion from knowledge gained on the ground is that the French trade in meat products will be enormous for several years. There will also be a very large demand from Belgium and Italy. The decline in the cattle herds in France is estimated at from two to three million head. This deficiency cannot be made up in less than from five to eight years. The supply in hogs is also greatly depleted. France will require many millions of dollars' worth of foodstuffs from abroad for a good many years. The troops will have to be fed for two or

three years yet before demobilization is completed. The quartermaster general in Paris told me he was prepared to buy in Canada as soon as credit arrangements could be made.

"Canada has sold large quantities of pork, of course, to Britain, but there are certain cuts Britain does not buy heavily, though France wants them—picnic hams and shoulders.

"As for Belgium, she has little or no cattle left. It was estimated she had 8,000,000 head when war broke out.

"In Italy, too, there will be a greater demand for meat now than previous to the war, because her soldiers have become accustomed to it.

"The farmers of Canada need not worry about markets. They should increase their herds. Prices are bound to be firm for some years on account of the demand."

No Possibility of Declining Prices

This opinion from an authority who must be versed on European conditions represents the conditions that prevail in the produce trade. There is an enormous export demand, requiring only the financial arrangements to make it available for Canadian shippers. Such arrangements will unquestionably be made. With this enormous demand representing the major part of the Canadian production, the price paid by the Allied Purchasing Commission will continue to be as it has been in the war years, the price-setting factor. With the demand still keen there can be no expectation of declining prices.

A Market For All Stocks Produced

The head of one large Toronto packing plant stated that he was confident that the Allied Commission would take every available pound of pork products offered, and beef products as well. During the past years when his company had been asked to state what they could deliver, the amount offered was never once curtailed. It might be a million pounds, or it might be three million, there was never any question of taking or refusing part of it. It was accepted without question, often with the request that the amount be increased if at all possible. Since the conclusion of the

armistice there has been no suggestion of any curtailment of purchases, and no likelihood that any such condition will arise.

Export Business More Profitable Than Local

There is a tendency, too, to favor the export business. The dealing for export is mainly, as far as pork products are concerned, in Wiltshire sides. This side represents practically half the hog, with the head and hoofs removed and comparatively little trimming. The export business has, in a measure, been necessitated by the scarcity of trained trimmers, capable of preparing the different cuts familiar to the Canadian trade. There has unquestionably been a tendency toward scarcity among some of the favorite grades for the Canadian trade. The side that would be exported as a Wiltshire, must for the Canadian trade be trimmed, into back bacon, belly bacon, shoulders and hams, while only one or two of these varieties are in strong demand among the Canadian trade. The natural tendency will unquestionably be to favor the trade that involves no difficulties of marketing. Of course, the packers are looking after their Canadian trade and will continue to do so, but their profit must be made on the export business, and unquestionably there will be a strong bid for this business.

Hog Supply Below Requirements

The production of Canadian hogs is considerably below the expectations. Despite the Government campaign for production, there has been no material increase over the stocks available last year. The stock yard report for the month of October will fairly well represent the general tendency. The Montreal stockyards showed a decline of from 17,113 in 1917 to 15,508 in 1918. Toronto showed a slight increase of 45,529 against 44,314 in 1917. There are no comparative figures available for Winnipeg, but Edmonton showed an increase of 3,121 over 1,380 in 1917, and Calgary a modest decline, 5,458 against 5,461 the previous year. It is possible that the effects of this campaign for increased production may be felt somewhat later

in the season, but in the meanwhile there is no excess of stocks offering and consequently a probability of higher rather than lower prices for live stock.

U.S. Production Will Not Influence Situation

In the United States there has been a record production of hogs during the past year, but the Government is exercising a very careful supervision over these stocks to prevent anything approaching a slump in price. Stock may not be shipped to the stockyards without a Government license, thus ensuring that the hogs are not marketed before they are mature, and also precluding the possibility of any material glutting of the market. The heavy duty and United States Government regulations prevent the import of American hogs to relieve the situation in Canada.

The result of all these conditions can be only one thing, steadily maintained prices on all pork and beef products for some time to come, due to the heavy European demand. When price declines do come, and come they must some day, to the benefit of everyone, packers included, they will come so gradually that there will be no disorganization of this business. But price questions are not at the present the matter of most vital importance. The obtaining of stocks is the important matter. Up to the present these have not been adequate to meet the demands and are not likely to be more than sufficient. The question for the retailer, therefore, will be also not a question of price, but a question of supply. The demand from the continent will be strong, until these countries have a chance to re-establish these industries. This will be a matter of many months, probably years. It is to be expected, too, that Canadian brands have become so well and favorably known in continental countries that there will always be a strong demand. Eventually prices must decline, but there is every indication that prices will never again reach pre-war levels.

SUGAR SITUATION STILL SERIOUS

OTTAWA, Dec 4.—There is no immediate prospect of any improvement in the sugar situation. Indications are that two Montreal refineries will close this week owing to a shortage of raw sugar. It is expected, however, that by the end of the month the situation will be naturally improved, and there is a possibility that there may be some lightening of the restriction on the use of sugar after that date.

TO HOLD SALES CONVENTION

The annual sales convention of the Harold F. Ritchie Co., Toronto, will be held during the week of December 16. What conditions may be faced during the coming year and how to meet them will be topics under discussion. The sales force is being augmented by the addition of four new men. The entire sales force which covers Canada will be in attendance.

Spices Enjoy Heavy Export Inquiry

Trade From Overseas Proves Stabilizing Influence on Markets
—Spot Stocks Being Reduced—Peppers Go Up 2c—Export of Cloves Substantial—Cream of Tartar Easier

LATEST advices reaching the city from New York this week indicate that the most important feature in the market is the heavy inquiry which has developed for export trade. If this keeps up for any time it will undoubtedly result in a material deduction in spot stocks and will tend to offset any sharp decline in prices.

Black Peppers Go Up 2c lb.

The markets, as a whole, show marked firmness. There were some interests who predicted immediate declines in prices, but these have not materialized. Black peppers offer an example, the market on these remaining very firm. A wire received Tuesday morning of this week shows prices in New York up 2c per pound with tendencies towards even higher levels. The market to-day is virtually at as high a point as has been recorded at any time in the last few months. Similar conditions may be said to apply to the white peppers.

With regard to cloves, a late New York report shows where several hundred bales have been taken for export. This has had the effect of reducing spot stocks and maintaining a steady market. There is some indication that future offerings may be made at a slightly lower level. However, the shipping situation shows no immediate prospect of improving and it must be a matter of some months before results of any buying at lower figures for future delivery can

affect the situation locally to any material extent.

Ginger, Mustards, Herbs Scarce and Firm

Ginger is very scarce and very firm. Offerings from Africa and Japan are at the same figure which has prevailed for some time with little available. Jamaica is in better supply, but the market on this has firmed up. Similar conditions apply on nutmegs, the market holding firm and no recessions in prices reported. Mustards are very scarce and some dealers locally report that they are two or three weeks behind with orders. No important change has occurred in herbs, spot stocks being small.

Cream of Tartar Easier

Cream of tartar is easier for future delivery. This has not yet been reflected in the situation as it affects spot deliveries and it may be some little time before the results of buying on futures is realized.

The outlook generally on spices seems quite satisfactory. A gradual readjustment to lower price levels in some lines seems quite in order, but there is not the slightest indication yet of any immediate lowering of prices. Working along on current needs, the trade should be able to take care of any slight market readjustments which may develop during the next few months.

Cake and Pastry Order Modified

Manufacturers May Use Supplies of Sugar and Vegetable Fats as They See Fit—Condition Will Likely Continue Till Improved Supplies of Sugar Available

THE prohibition on the manufacture of French pastry and fancy cakes, and the use of cane sugar in icings has been withdrawn by the Canada Food Board. This does not mean that the confectioner will receive any extra apportionment of sugar to be used in this way, but merely that he is at liberty to use his own discretion as to how he shall use the quantity of sugar apportioned to him. For several months past this restriction has been in force, in order to conserve the supplies of sugar and fats. Under the new order only vegetable fats may be used, the scarcity of animal fats making it necessary to maintain the restrictions imposed upon their use.

The notification of the partial withdrawal of the restrictions was received in a letter from the Canada Food Board addressed to the parties interested. The letters read as follows:

Regarding Biscuits and Confectionery

"Notwithstanding anything contained in any order of the Canada Food Board, this letter will be your authority to use what part of your allotment of sugar that you desire for the icing or filling of biscuits, cakes, etc. You will understand that the permission to ice and fill biscuits, cakes, etc., does not entitle you to any further allotment of sugar for this purpose, but merely permits the use of your present allotment in this manner if you so desire."

The Pastry Order

"Notwithstanding anything contained in any order of the Canada Food Board you are permitted to manufacture products known as French or puffed pastry, doughnuts, or crullers, biscuits or cakes known as Scotch shortbread cake, provided such is manufactured only with vegetable fats. The shortage of animal

fats makes it necessary that the restriction on the use of animal fats be continued."

This change will do a great deal to make conditions in the trade easier. The biscuit manufacturer has been seriously hampered in his business by these restrictions, and in many instances well known lines of biscuits have been withdrawn entirely from the trade because

their manufacture under these restrictions was an impossibility. It is probable now that these will be restored, as while there is no enlargement of the sugar allotments, there is every reason to believe that within the next couple of months the sugar situation will materially improve, and it is possible that more adequate supplies will be apportioned.

Restrictions on the Use of Flour Raised No Limit to the Stocks That May Now be Held and Sold by the Retailer—Restrictions on the Manufacture of Breakfast Foods and Other Products Withdrawn

BY a recent announcement of the Canada Food Board, the order limiting the amount of flour that may be held by retailer or consumer has been finally withdrawn. This means that there is no limit on the amount of flour that may be warehoused by the retailer nor any limit to the quantity of flour that he may sell to his customer. The two-week supply rule is a thing of the past. The changed situation is due to the signing of the armistice and to the possibility resulting of the Australia, Indian and Argentine wheat crop becoming available for the European market. This possibility has absolved Canada from the necessity of curtailing domestic consumption to release flour for overseas.

The new instructions follow those of last week withdrawing the order requiring the use of substitutes, and bakers and confectioners are no longer required to use substitute flours in the preparation of their products. In view of the fact, however, that all foodstuffs are still scarce the world over, and that any wastage would be disastrous, and that there is available at present a large stock of various substitute flours, the

Food Board urges a general voluntary use of these products.

Restrictions on Many Manufacturers Removed

Owing to the great need for stocks of wheat flour, many restrictions were imposed on the manufacturers of breakfast foods, alimentary pastes, and certain grades of flour. These restrictions have now been withdrawn, and the companies who have been compelled to discontinue the manufacture of their product, or to limit the amount produced, or to vary the method of preparation, are now permitted to return to their normal methods of manufacture.

The use of substitutes that was required of all restaurateurs, has also become entirely a voluntary matter, and the restrictions upon the amount of bread that might be served to any person at a meal have also been withdrawn. It is permitted also to serve sandwiches at public eating places during the noon-day meal. This action on the part of the Canada Food Board indicates the first step in the direction of a return to normal methods of business, and will no doubt be hailed with delight by the trade.

be on shipments to Toronto, and the lowest to Vancouver. The rate of increase is not, however, based on mileage between express points. The rate from Montreal to Ottawa and other shorter hauls than to Toronto, will only increase about 63 per cent., as compared with 100 per cent. between Montreal and Toronto.

The Proposed Increase

The proposed increases per 100 pounds from Montreal west are as follows:

	Present rate	Proposed rate
Ottawa	\$.75	\$1.20
Brockville .....	.90	1.40
Belleville	1.00	1.60
Peterboro	1.00	1.80
Toronto	1.00	2.00
Hamilton	1.40	2.20
London	1.75	2.60
Windsor	2.00	3.00
North Bay	1.50	2.20
Sudbury	1.75	2.40
Fort William	3.75	5.60
Winnipeg	5.00	7.20
Brandon	5.50	7.50
Regina	6.00	8.15
Calgary	7.25	9.10
Vancouver	9.50	12.00

When the representatives of the three express companies make their application before the Railway Commissioners they will produce figures to show that the companies have not been paying their running expenses of late owing to the very large increase in wages and all operating expenses.

PERMITS THE EXPORT OF ALL WHEAT PRODUCTS EXCEPT FLOUR

The Canada Food Board has announced that all manufactured wheat products excepting flour from to-day will be released for export both in Canada and the United States. This action is taken by the Board for the Dominion to facilitate the return of trade to ordinary channels as promptly as possible, and export applications to all countries except the Central Powers will be given prompt consideration by the Export and Import Department.

There is a good deal of uncertainty among the millers as to just what is the meaning of this despatch. It releases for export of course any prepared foods made of wheat, but these are a comparatively limited export product, so that the only thing really affected by the change is mill feeds. Under the new orders it is evidently permissible to export these products. Millers are unquestionably surprised at this action, for mill feeds were abnormally scarce and high during last winter, and will unquestionably be just as scarce this winter even if none of the supply is diverted to other countries. This fact will in itself be a serious handicap to the government's increased production campaign. There is little doubt, however, that some of these stocks will be diverted. The Canadian selling price is set at a figure that gives the mills a merely nominal profit, while export business in these commodities would ensure them a satisfactory profit.

Express Companies Propose Substantial Rate Increases

Strong Protests Will be Voiced Against the Proposal—Rates
Not Increased Uniformly—Will Affect
the Grocery Trade

THE three Canadian express companies are proposing sweeping changes in their rates, changes in every case showing a very marked increase over the rates at present in effect. Any such change would have a very pronounced influence on the grocery trade, it would materially increase the cost of goods handled by the express companies, which in the case of many merchants is a very substantial item. Especially is this the case in the winter time, when owing to the perishable nature of many of these goods shippers will not risk shipments by freight, with the attendant danger of loss.

Strong Opposition to Change

The new schedule of rates will be submitted for ratification at the approach-

ing session of the Dominion Railway Board to be held in Toronto in the near future. These increases will not become effective without the most pronounced opposition. Strong representations will be made by the Boards of Trade of Toronto and other cities, and by many other interested parties challenging the justice of such sharp increases, and it is hoped that it will be possible to prevent any such action being taken.

The new schedule of rates does not increase uniformly between all points, but advance on a sliding scale varying from a minimum of about thirty to a maximum of one hundred per cent.

Toronto Shows Largest Increase

The largest percentage of increase will

WAR STANDARD FLOUR STILL TO BE USED

ORDER No. 73, issued by the Canada Food Board the latter part of last week, re-enacted regulations for licensing flour mills. For spring wheat, quality No. 2 Northern or better; for winter wheat, quality No. 2 or better, Ontario or Quebec standard, or testing 20 per cent. or more per bushel; for blended winter and spring wheat, not more than 264 pounds should be used to produce 196 pounds flour. In manufacturing wheat or lower test specified additional quantities of wheat are permitted. Of the by-products not more than five pounds of feeding flour should be separated, and the rest must be sold as bran or shorts. All containers must be plainly marked with net weight, name and address of manufacturer, and nature of contents. Packages of less than 49 pounds must be in denominations of 3½, 7, 12, 14 or 24 pounds. No conditions must be imposed on purchasers. Permits in writing will be granted for the manufacture of farina or purified middlings. Regulations on bran and shorts are re-enacted.

AUSTRALIA SELLS WHEAT AT \$1.18 A BUSHEL

W M. HUGHES, Australian Premier, who is at present in London, Eng., has received a cablegram, stating that in view of the fact that another wheat harvest is due and will require payments aggregating at least £10,000,000, the Australian Wheat Board considers it desirable to sell one million tons of wheat at a minimum price of 57 pence (approximately \$1.18) per bushel, provided that Australia is permitted to compete in the world markets and is able to reserve the rest of the wheat supply on hand.

TORONTO MILK PRICES ADVANCE 1c A QUART

AS a result of the action taken by the Executive of the Toronto and Peel Milk and Cream Producers' Association milk prices advanced in Toronto on Dec. 2, one cent a quart, making the present cost fifteen cents per quart and 8 cents per pint. Fourteen instead of 15 pint tickets will be sold for \$1.

This increase has been necessitated by the increased payments to the producers, which brings the price to \$3 per eight-gallon can to the producers. The distributors claim that even with present raise in price they are losing nearly 20 cents per eight gallons. The increased cost of operating their farms, and the high cost and scarcity of prepared feeds, is given by the dairymen as the reason for the raise.

At the semi-annual meeting of the Producers' Association in the city on September 7, it was decided to ask for a raise of 30 cents a can, or nearly a cent per quart, bringing the wholesale price up from \$2.50 to \$2.80 per can. This was the sentiment of the majority, but a large number wished to get \$3.

The distributors refused to pay the extra price and the Producers' Executive agreed to wait till December. The present raise to the consumers is exactly the same per quart as it would have been at the first price demanded.

CONSERVATION WEEK IN U.S. DECEMBER 1-7

TO bring before the American people in a forcible manner the need for saving food and sharing it with the allies and liberated nations, the Food Administration has named December 1-7 as Conservation Week. The idea of this week is to call to the public attention the fact that conservation is vital to the relief of stricken Europe. The harvest season has come and gone, and whatever food is exported must come from the surplus available and from savings, very largely the latter. Certain foods, such as meats, fats, and dairy products, it is true, are produced throughout the year, but even these depend largely on feeds and fodder, supplies of which are limited and can not be replenished until another harvest.

The original pledge made by the U.S. Food Administration in behalf of the people of the United States was 17,500,000 tons of food to be shipped overseas by July 1, 1919. This amount of food is 50 per cent. greater than last year. With Belgium and France liberated and millions in south Central Europe clamoring for food, the United States is now undertaking to increase its exports from 17,500,000 to 20,000,000 tons. The Mediterranean Sea routes are now sufficiently safe for bringing wheat from India and Australia, hence our exports will consist largely of fats, meats, and feed. Feed is essential for milk production, of which the stricken nations are in critical need.

APPLES MAY COST MORE IF EXPORT SATISFACTORY

EXPORTERS of apples have no data yet with regard to the prices apples will command in the British Isles, now that the embargo has been removed by the British government. The embargo has prevented the export of apples to Britain for three years past, and as a result it is impossible to forecast what the probable market will be. Exporters have been expecting the British Food Controller to set a price in Britain to enable them to judge what would be a suitable buying price here. The resignation of the British Food Controller, or the general elections, have prevented this being done, so far as information available here goes, and the trade opinion is that the Canadian trade will have to await news of the prices secured for the first Canadian shipment arriving in England that has been sent on consignment. Such shipments are being made from Nova Scotia. The opening of the export market once again will, especially if that market is satisfactory, have a tendency to remove surplus stocks and to enhance the already high prices existing in Canada.

CAN. FOOD MANUFACTURES DOUBLE IN TWO YEARS

NOT only has Canada increased her production of farm products to a very striking extent, but her manufactured food products have increased almost as strikingly. The way in which these manufactures have advanced is shown by the comparison of

1915 and 1917 business just completed by the Bureau of Statistics at Ottawa.

"In 1915, the value of manufactured food products in Canada was \$388,815,362; in 1917 this had risen to \$755,245,185."

An attached list giving the value of the more important manufactured food products shows that flour and grist mill products lead to the value of \$226,062,410, while slaughtering and meat packing are in second place with products valued at \$153,563,318. Other important manufactured food products include: bread, biscuits and confectionery, \$77,103,656; butter and cheese, \$75,395,751; refined sugar, \$73,329,260; dairy products, \$10,327,268; coffee and spices, \$9,840,150 and condensed milk, \$8,097,217. These figures give a very fair idea of the substantial position achieved by the manufacturers of food products in Canada since the outbreak of war.

FIRE IN CHICORY PLANT DOES SERIOUS DAMAGE

DAMAGE estimated at \$12,000 was done in the destruction by fire recently to the chicory factory of Gauvin Bros., St. Bernard, South, near La Colle Jet., Que. This is one of the two plants for the manufacture of chicory in Canada. Seventy thousand pounds of chicory were destroyed, together with about 20 ovens and other equipment. Eighty acres of chicory carrots are expected to be a loss on account of inability to manufacture them. There was no insurance.

HOOVER TO HEAD RELIEF ADMINISTRATION

THE plan for the appointment of Herbert C.

Hoover as Director-General of Relief, in charge of the entire food and relief administration for the European allies and the United States, has been given approval, it was learned yesterday, by the very highest American authority. It now goes before the Supreme War Council for final determination.

The relief plan involves, besides the appointment of Mr. Hoover, the use of the large passenger ships Imperator, Bismarck and other big steamers in German ports for relief work and to help in securing the return of the forces in Europe within a comparatively brief period.

CALIFORNIA LEMON CROP WILL FEED CONTINENT

WITHIN the next two or three years California will produce enough lemons to supply the entire United States and Canada and some for export. This will have a serious effect on the importations of Sicily lemons, and they may be crowded out of the market as Spanish Valencia oranges were by the California variety. The consumption of lemons in the United States and Canada in recent years has amounted to about 12,000 carloads, of which California has supplied two-thirds and Italy the remainder.

Farmers Set Fair Food Price at Defiance

Farmers in Windsor Market Pay No Attention to Prices Set by Fair Price Committee
—Eggs Sold 13c Above the Set Price—Threats of Prosecution

Special Correspondence

WINDSOR, Dec. 3.—Resenting the action of Windsor, Ont.'s, recently appointed Fair Price Committee in commencing their work by attempting to set the price of foodstuffs on the local market, Essex County farmers have banded together to oppose the movement, and threaten to open a co-operative store in Windsor.

While uniformed policemen, detectives and members of the city council stood passively by, watching developments on Saturday, November 30th, the farmers stolidly ignored the "government prices" posted on a large blackboard, and threats of prosecuting for overcharging. **Farmers Threaten to Start Retail Stores**

"We will start a co-operative store in Windsor," one United Farmer declared with emphasis, "and sell to the people direct. Why should we be bluffed into selling our produce at a price set by city merchants when they, and your real estate men can continue to charge what they like. We feel it is discriminating and we won't stand for it.

"We don't ask anyone to buy from us. They can take what we have or leave it. Our supplies cost more and so does transportation into Windsor. Further-

more, those who want what we have to sell are willing to drive out to our homes in their automobiles and pay us our prices."

Ald. H. W. Wilson, chairman of the "Fair Price Committee," was reported to have said that proceedings would be instituted against farmers who refused to comply with the fixed price ruling, and the offenders either arrested or forbidden use of the market, but in spite of this rumor, the farmers stuck to their guns.

Eggs sold at 75 cents per dozen, 13 cents above the "fair price" list quotation. Butter brought 60 cents per pound, 5 cents more than the figures allowed.

Dressed chickens sold for 35 and 40 cents per pound although the committee had determined 30 cents as a reasonable charge; and this situation prevailed all along the line.

F. A. McMurray, formerly manager of the lard department of the Wm. Davies Co., Ltd., Toronto, who enlisted some time ago with the C.O.T.C., has been relieved of his military duties and returned to his desk with the above company the first of this week.

U.S. EXTENDS VALIDITY OF IMPORT LICENSE

In United States War Trade Board Ruling 315, issued November 11, 1918, the War Trade Board announced that all import licenses would be valid to permit shipment of the commodities referred to therein within a period of 90 days from the date of the issuance of the license. The War Trade Board now announces in a new ruling (No. 345) that henceforth all import licenses which have been issued, or of which extensions have been issued, on or after August 25, 1918, or which may hereafter be issued or extended, will be valid indefinitely unless revoked, provided it is not otherwise expressly stated in the license. The provision printed on the import license forms which have been and are still in use, that the license is valid for 90 days only, will, therefore, be disregarded.

Consuls have accordingly been authorized to certify invoices under license numbers cabled to them until the amount of the license is exhausted irrespective of the date of shipment.

CANADIAN GROCER

MEMBER OF THE ASSOCIATED BUSINESS PAPERS
ESTABLISHED 1886

The Only Weekly Grocer Paper Published in Canada

JOHN BAYNE MACLEAN - - - - President
H. T. HUNTER - - - - Vice-President
H. V. TYRRELL - - - - General Manager

THE MACLEAN PUBLISHING COMPANY, LIMITED

Publishers of Canadian Grocer, Hardware and Metal, The Financial Post, MacLean's Magazine, Farmers' Magazine, Dry Goods Review, Men's Wear Review, Printer and Publisher, Bookseller and Stationer, Canadian Machinery and Manufacturing News, The Power House, The Sanitary Engineer, Canadian Foundryman, Marine Engineering of Canada.

OFFICES

CANADA—Montreal, Southam Bldg., 128 Bleury Street; Telephone Main 1004. Toronto—143-153 University Ave.; Telephone Main 7324. Winnipeg—1207 Union Trust Bldg.; Telephone 3449.

UNITED STATES—New York—R. R. Huestis, Room 620, 111 Broadway, New York; Telephone 8971. Chicago—A. H. Byrne, Room 900, Lytton Bldg., 14 E. Jackson St., Telephone Harrison 1147. Boston—C. L. Morton, Room 733, Old South Bldg.; Telephone Main 1024.

GREAT BRITAIN—London—The MacLean Company of Great Britain, Limited, 88 Fleet Street, E.C. E. J. Dodd, Director, Telephone Central 12960. Cable Address, Atabek, London, England.

SUBSCRIPTION—Canada, \$3.00 a year; Great Britain, South Africa and West Indies, 12s. 6d. a year; United States, \$3.50 a year; other countries, \$4.00 a year. Single copies, 10c, invariably in advance.

PUBLISHED EVERY FRIDAY

Circulation of Canadian Grocer has been audited by the Audit Bureau of Circulation. Copy of report will be sent to anyone interested.

Vol. XXXII. TORONTO, DECEMBER 6, 1918 No 49

WHY NOT BLAME THE PUBLIC?

THE gentlemen of the daily press who are so diligent in their vituperations against all those who are supposed to be maintaining the high cost of living, fail in many instances to realize the facts of the case. To take the packing business for instance, the business that has absorbed so much of the attention of these amateur reformers in months past. All is not as simple as might appear. The public purchases their products it is true in large volumes, and at good prices. But the public has marked preferences. They like certain grades of bacon and certain grades of ham. These they must have; lower prices of other grades are no great inducement. Yet beef is not all beefsteak, nor are hogs all breakfast bacon, and so long as the public does its purchasing as though they were, so long will high prices prevail. On the consumer himself rests a very large part of the blame for the high cost of living.

A WORD ON LABOR

THE head of a large mercantile plant, when questioned as to his attitude to the present labor problem, stated that in his plant there was no thought of any curtailment of wages. "Wages must remain high," he stated, "and we are going to maintain them. We are making some changes, however. There are men who in the past years would brook no suggestions, whose reply to criticism was 'Go to h—'; if you don't like it I can go down the next block and get another job in ten minutes.' The sad fact," stated this employer, "was that they

could and so we had to submit. Conditions now are different, and we are going to keep and maintain the wages of the men who behaved decently when things were coming their way, but we will replace the others by men from overseas.

There is the crux of the labor situation, the real workman, the man who was giving service, and who was trying to work for the benefit of his employer as well as himself, has nothing to fear in the way of lost jobs or wage declines. But the "Go to Hell" boys are in for some tough sledding.

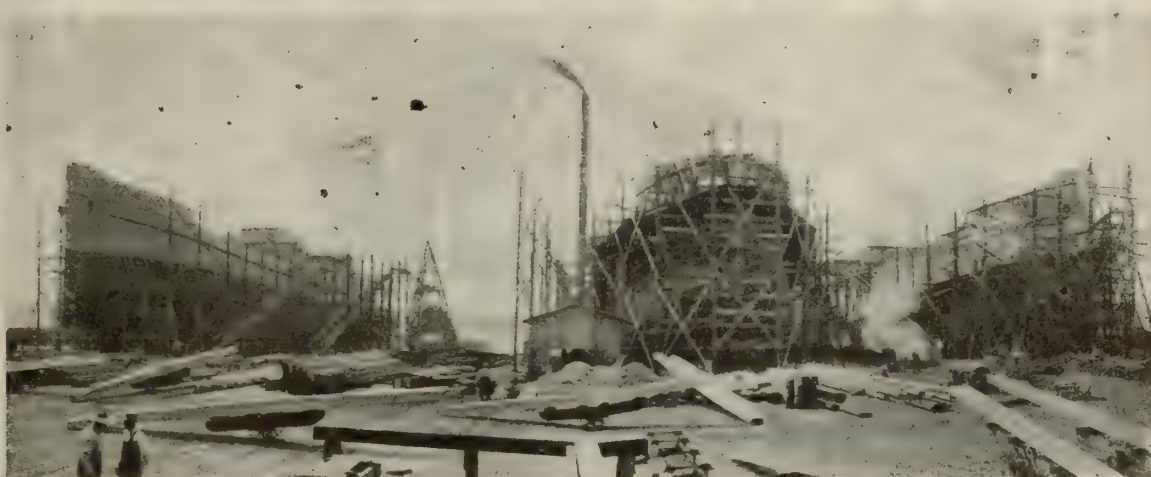
CANADA'S LOSS HEAVIEST

NO nation is able to maintain a worthy position in industry and commerce if it permits the wealth it has created to be wantonly and needlessly destroyed. Yet, for many years, Canada has permitted heavier fire losses than any other country in the world, a proof of unrestrained carelessness that amounts to a national disgrace. Nero was properly despised for enjoying himself while Rome, his imperial patrimony, burned. But there is no essential difference between his action and that of the thoughtless Canadian citizen who refuses, or at any rate neglects, to do all in his power to prevent destruction of millions of property every year. Citizens are individually responsible, retailers especially, for the creation of a public sentiment that will demand legislation to fix responsibility and punishment for fires; that will insist on better building construction and the enactment of saner insurance legislation. These advances will only be made when an aroused and insistent public opinion demands that legislatures take action.

CANADA'S NEW OUTLOOK

EVEN before the war Canada held a prominent and increasingly important place, not only in the Empire, but in the world. The work of the Dominion during the past four years has given this country an entirely new and much broader status than ever before. This is due to the splendid valor of the Canadians on the firing line and to the surprising work done by the people at home. The splendid way in which manufacturers responded to the great calls made upon them has turned the eyes of the world to this country. Now that peace has come, will we retain and improve our position or not? There is every indication that Canada will improve her position. Already inquiries are coming in in large number for manufactured goods and raw materials. This is not alone in the line of foodstuffs, for which there will be a market for years to come. This means that Canada's factories are going to remain busy and that her exports will continue to grow. A great agricultural country with a ready market for everything it produces, has a stability that makes for soundness and national prosperity.

Current Events in Photograph



SHIPBUILDING ON THE PACIFIC COAST

THE building of ships of all kinds has, since the war, received a stimulus which in several sections of Canada is making it one of the leading industries. Many thousands of men are engaged at various points in turning out ships which as soon as possible will be put on the European trade routes to take the place of those sunk by the Hun submarines. On the Pacific coast, owing to the great supplies of timber available, many large wooden ships are being constructed. The photo shows a scene in a Western shipyard. On the Eastern coast the ships under construction are both wood and steel.

Coffee Goes Higher and Higher

Reaching Levels That Will Require General Price Revision of
3 to 7 Cents a Pound—Cheapest Grade of Coffee
Now Worth About 38 Cents

MARKET conditions on coffee show that this commodity is reaching levels which may result in a general revision of prices upward of from three to seven cents per pound all around. As a matter of fact, the cheapest grade of Santos coffee could not be bought to-day, brought in, roasted, put into a container, and sold at cost at a figure less than six cents per pound higher than the selling basis of 32c now in effect.

One may ask how this is arrived at. CANADIAN GROCER secured figures from one of the largest importers, which are illuminating. The cheapest green bean procurable in Santos coffee was taken as an example, and the price in round figures which formed the basis was 20c—to-day's quotations are even higher.

The lowest grade then costs 20c per pound. There is a war tax of 7c per pound, and freight and exchange are equal to 1c per pound; there you have green coffee costing 28c per pound laid down. The coffee loses about 16 per cent. in the roast, which brings the cost up to about 33c, to this 1c can be added for the container. Selling cost and over-

head charges range from 15 to 20 per cent. Even a lower figure might be taken, 10 per cent., and it looks as though the cheapest coffee offered is going to cost 37½c per pound. If 3 per cent. net profit is added, it means that the cheapest coffee will have to retail around 50c per pound. As stated above, the price to the trade to-day locally on Santos coffee is 32 to 33c per pound. It would cost the importer and roaster to-day to bring in and prepare for sale 37½c.

In the face of this condition, higher prices are bound to come. The Brazil market is very strong, prices being up about 1½c per pound during the week. That the figures are expected to remain high can be determined by the freedom with which importers and roasters in the United States are buying their supplies. There are small stocks in the United States from all reports and efforts to replenish these to a point more nearly normal are being made. Locally, stocks are fair for immediate requirements of the trade. A general stiffening of prices is reported this week on all grades, and it looks as though the better grades will go up anywhere from 3c to 7c per pound.

FAIR PRICE OFFICERS FOR VANCOUVER

Fair price officers for Vancouver, to keep tab on local vegetable and produce retail prices, are to be named shortly, according to action taken by the City Council recently.

OUTPUT OF PETERBORO' CHEESE BOARD TOTALS HALF A MILLION

The value of the cheese industry this year to the patrons of the factories represented on the Peterboro' Cheese Board has been estimated at \$516,875. An approximation of the season's production has been fixed at 27,000 boxes, or 2,205,000 pounds. Practically all of this was for export. At the first meeting of the board on May 23, 22 7-16 cents was paid for cheese and the top price was reached in November, when 25¼c was paid for urgent local orders by a Montreal house.

LICENSE MUST BE RENEWED

All licenses demanded under the Canadian food regulations and issued by the Canada Food Board, will have to be renewed on their expiration. Such was the ultimatum issued by Col. F. J. Clark of the Winnipeg food office this morning.

The fact that hostilities have ceased and that along certain lines food rationing is no longer enforced does not alter the requirements of the Canada Food Board that licenses from concerns dealing in foodstuffs be obtained.



A Suggestion for the Christmas Window Contestant

Gasoline Restrictions Repealed

Removal of all restrictions on the retail sale of gasoline is announced by the fuel controller. Dealers may therefore continue to do business as in the past. The recent regulations were adopted following upon an investigation and report by Dr. McFall, of the cost of living branch of the department of labor.

Since then a further investigation and report has been made and submitted by him and as the conditions which necessitated regulation of the gasoline trade have now been relieved by the practical cessation of the war, an order-in-council has been passed on the fuel controller's recommendation, entirely cancelling the present regulations. Dealers may now sell gasoline without license from the fuel controller, and the fees already paid will be returned to the applicants. The repeal of the regulations in question also removes the restrictions regarding the sale of gasoline on Sundays.

SUGAR CONDITIONS EASE IN U.S.

The United States Food Administration on Tuesday of this week lifted the only remaining parts of its ban restricting the use of sugar in the United States when it announced that it had rescinded rules Nos. 8 and 9 from the general orders for public eating-places. These were the last remaining rules restricting the use of sugar. It was explained that this action was based on the increased supply of Louisiana cane sugar and Western beet sugar, and the fact that

the new Cuban crop is expected shortly.

These rules forbade the use of the sugar bowls on the table, and limited the service of sugar to two teaspoonfuls per person per meal, and to four pounds for every ninety meals served, including all uses.

Sugar restrictions have at the same time been removed from the home, and consumers are no longer required to observe the ration of four pounds per per-

STORES CAN BE CLOSED ONLY ON THE PETITION OF 75 PER CENT. OF THE MERCHANTS INTERESTED

A number of enquiries have been received of late relative to the law regarding early closing. Some merchants are protesting against early closing being thrust upon them. In some instances, too, the closing hour has been set at 5 p.m., which some merchants have found to be decidedly detrimental to their business. As far as Ontario is concerned the law in the case is that on the presentation of a petition signed by 75 per cent. of the merchants interested a by-law shall be passed requiring the closing of all stores doing a business in the line dealt with in the petition. Some civic bodies have gone so far as to pass by-laws closing certain stores at 5 o'clock. This is not within their legal rights. No stores can be closed by civic action other than to meet some grave danger as in the case of the influenza epidemic

without the unanimous consent of the merchants interested. In such a case, of course, no legislative action is necessary.

LIGHTING OF STORE WINDOWS MUST NOT ENTAIL GREATER CONSUMPTION OF POWER

Some merchants seem to be of the opinion that the removal of the restrictions on the lighting of store windows gave them authority to use all the power for lighting that they were willing to pay for. This is not the case. When the prohibition against the lighting of store windows was withdrawn owing to the energetic action of the Retail Merchants' Association, it was with the definite understanding that the change should not entail any additional demands upon the supplies of power available, which were still essential for the carrying on of necessary industries.

It is permissible to light store windows until further notice, but such lighting must be at the expense of the lighting of other departments of the store, and must mean no increase in the actual amount of power consumed. An increased consumption would in all probability get the merchant into difficulties and in all probability mean the withdrawal of the concessions permitting the lighting of windows. This condition obtains in all communities served by Hydro Electric Power.

Enquiry Department

WHEN you become a subscriber to CANADIAN GROCER this is part of the Service you buy. We are glad to be of any assistance to our readers and enquiries are solicited. Cut out the coupon at the bottom of page, fill out and mail to us if you want to know where to buy a certain product, agents for any particular line, manufacturers of a special article, etc.

COST OF DOING BUSINESS IN CANADA

Will you please send me a copy of CANADIAN GROCER in which you published the cost (per cent.) of doing business in the various cities of the Dominion? If unable to do so, please tell me the date of the publication.—Forsyth, Jr., Dartmouth, N.S.

Answer—The article appeared in CANADIAN GROCER Oct. 29, 1915, page 92. It is out of print. We would be glad to furnish any data required from this article, but of course conditions have changed since 1915 and it is very doubtful if the percentages would be correct for present-day business.

ON EARLY CLOSING

Could you tell me if a town can pass a by-law to close the grocery stores at 5.30? A part of the grocers here want to close, but my business calls for more time. I always close at 6.30. I have it in mind that I saw in CANADIAN GROCER some time ago that no town could enforce a closing before 7 o'clock.—E. Gallagher, Strathroy, Ont.

Answer—Merchants cannot be compelled by civic by-law to close before 7 o'clock. To pass such a by-law it is necessary to have the consent of 75 per cent. of the merchants interested. The stores can close at 5.30 p.m. by mutual consent, but it must be a unanimous decision of all the merchants interested.

EARLY CLOSING AGAIN

By a sufficient number of signatures on a petition can a township council be compelled to pass an early closing by-law?—A. R. Miller, Stoney Creek, Ont.

Answer—Yes. If 75 per cent. of the merchants interested sign a petition asking for closing at 7 p.m. the by-law must be passed. Stores can be closed earlier only by unanimous consent.

USE OF MATCH TAX STAMP

Is it necessary for a merchant to affix the tax stamps to each individual box of matches in a packet, or can he place the stamps on the outside of a packet?—Grainger & Clifford, Creelman, Sask.

Answer—The regulations state that the stamp must appear on the box. Where, however, individual boxes are done up in sealed packages of three or more, which packages are sold direct to one consumer,

our judgment would be that it would be quite within the spirit of the regulation if the necessary stamps were placed on the sealed package.

WHERE TO OBTAIN PRICE CARDS

Where can I obtain price tickets or price cards?—Jacob Schweitzer, Conestogo, Ont.

Answer—The Store Helps Manufacturing Co., 16 Pearl St., Toronto, is the Ontario branch of the firm of the above name who manufacture such cards. The head office of the firm is in Calgary, Alta.

THE COST OF DOING BUSINESS

What must be included to obtain a correct statement of the cost of doing business? C. J. Chapman, Calgary, Alta.

Answer—The items that must be included are: (1) Selling expenses, including wages of sales force, advertising, wrapping and parcelling; (2) Delivery expenses, including wages of delivery force, rent of stable, feed or gasoline and upkeep charges on horses or motor delivery; (3) Buying expenses, salaries of buyers and incidental expenses of buying trips; (4) Management expenses, including part salary of proprietor, wages of office staff, auditor's fees, etc., office supplies, stamps, account books, etc.; (5) Fixed charges and upkeep expense, including interest on borrowed money, interest on notes and accounts payable. Interest on capital owned. Rent of store, whether owned or leased, storage fees, fuel, light, power and necessary supplies thereto: taxes, insurance, repairs of store equipment, depreciation of store equipment; (6) Miscellaneous expenses, including telephone, telegraph, ice, water, janitor, donations, dues, trade associations and subscriptions, collection expense and all the items not provided for; (7) Losses from bad debts. In the summary we follow the system of the Howard Business Bureau. Henry Johnson, Jr., will deal more definitely with the question at a little later date.

PRESERVING EGGS—NAME ON HONEY TIN

How much lime should be added to a gallon of water for preserving eggs? We have honey in pails—is it legal to sell this without the name of the man we purchased it from?—Canthers & Currie, Collingwood, Ont.

Answer—(1) As much lime as the water will absorb, or roughly about seven pounds

to ten gallons of water; (2) The producer's name is not necessary on a honey tin.

AGENCIES FOR OIL

Where can I get agencies for all kinds of oil? The Imperial Oil Co. has a representative here.—O. V. Van Huyse, Swan Lake, Man.

Answer—Make application to any of the following companies: Canada Oil Co., Ltd., Toronto; Queen City Oil Co., Toronto; Dominion Oil Co., Hamilton, Ont.; Empire Refining Co., Wallaceburg, Ont.

LAWFUL TO SELL TO BOARDING HOUSES

Is it lawful for a packing and provision house (wholesale), to sell goods to a standard hotel or boarding house?—H. B. Marshall, Newmarket, Ont.

Answer—Yes. It is lawful for any licensed vendor to sell to anyone having a license; hotels and boarding houses come in this list.

XMAS STOCKINGS

Kindly let us know where we can get big Christmas stockings?—Murphy & Demont, Windsor, N.S.

Answer—Try Moir's, Ltd., Halifax, N.S.

THE NATIONAL CANNERS' ASSOCIATION CONVENTION

The National Canners' Association Convention is being held in the La Salle Hotel, Chicago, January 20 to 24 inclusive. Meeting on the same dates and in the same place will be the conventions of the Canning Machinery and Supplies Association, and the National Canned Foods and Dried Fruit Brokers' Association. It is expected that a goodly number of Canadians will be present at these gatherings.

U.S. CANCELS RESTRICTIONS IN USE OF TIN IN COFFEE CONTAINERS

The United States Food Department has withdrawn the restriction imposed on the packing of coffee. The rule in question became effective October 1, 1918, and referred to the use of tin and other containers. Under the new order all restrictions against the use of tin in containers is withdrawn.

CANADIAN GROCER,
143-153 University Avenue,
Toronto.

For Subscribers

INFORMATION WANTED

Date.....191.....

Please give me information on the following:

.....

.....

Name

Address

CURRENT NEWS OF THE WEEK

Canadian Grocer Will Appreciate Items of News from Readers for This Page

MARITIME

Risnick & Davis, general store, Five Island, N.S., have dissolved partnership. Morris Fineburg, New Waterford, N.S., has suffered loss by fire.

QUEBEC

H. P. Begin, grocer, Levis, is dead. J. S. Hogue, grocer, Louiseville, has sold his assets.

Jules Belanger, general storekeeper, Beauport, is dead.

Omer St. Jean has sold his grocery department to M. St. Jean.

The Quebec Potato Produce Co. of Mont. Joli, has obtained a charter.

Mrs. Gosselin has sold her grocery business to F. Richard, 1389 Logan Ave.

W. J. Sheely has been confined through a somewhat severe illness, this week.

A. Durocher has sold out his grocery business to A. Laverdiere, 1488 Bordeaux St.

M. E. McKenzie, produce, feed and grocery merchant of Richmond, Que., was this week a visitor in Montreal.

Wallace G. Baker, of Toronto, was a caller at the Montreal office of CANADIAN GROCER last week.

John E. Turton, wholesale grocery broker, Montreal, has moved to larger quarters. His address now is, Board of Trade Building, Montreal.

Fred Lytle, of the firm of T. A. Lytle, Toronto, was in Montreal this week. Mr. Lytle was accompanied by C. McHenry of the Toronto office.

W. J. Sheely, late with Freeman and Sheely, has opened a brokerage business in his own name at 209 Coristine Building, Montreal.

John A. McConnel, city representative for J. L. Freeman and Co., and who has been confined through illness, is on his territory again.

E. Lesage, of De La Firme Lesage & Co., importers and exporters, Anvers, Belgium, was in Montreal this week relative to the purchase of foodstuffs for export to his country.

C. B. Hart, Reg'd, Montreal, has been appointed the Montreal and District representative of the Suffolk Peanut Co., of Suffolk, Va. Mr. Hart's territory will include part of Quebec and Eastern Ontario from Brockville to Sherbrooke.

F. G. Bendon Utility Co., have opened a brokerage and manufacturer's agency business in Montreal at 87 Notre Dame St. W. Mr. Bendon was formerly representative for the California Associated Raisin Co. of Fresno, Cal.

ONTARIO

A. G. McDowell, grocer, Dunnville, is dead.

D. R. Duncan, grocer, Owen Sound, is retiring from business.

PRODUCE MAN HEADS TORONTO MILITARY DISTRICT

Col. John A. Gunn, President of Gunns, Ltd., Succeeds Major-General Logie in Command of Toronto District

Col. John A. Gunn, C.M.G., D.S.O., president of Gunns, Ltd., Toronto, has been appointed to succeed Major-General Logie in command of the Toronto Military District and took over his new duties on December 2.

Col. Gunn is an officer of long standing in the Canadian militia. He organized the 24th Battalion, C.E.F., which he commanded with distinction in the field, and has served overseas continuously until a recent date. For some months



COL. JOHN A. GUNN,
President of Gunns Ltd., and new commander
of the Toronto Military District

before returning to Canada, Col. Gunn was specially charged under the Overseas Minister with the problem of dealing with the allocation and conservation of manpower in France and England, and many reductions in the strength of units and other important economies were effected by his efforts.

Since returning to Canada a few weeks ago, Col. Gunn has been retained in Ottawa with a view to acquainting himself with the procedure laid down in connection with hospitalization and demobilization.

His long military experience, which commenced in the Queen's Own Rifles, Toronto, and his business ability, eminently fit him for the duties to which he is now assigned.

E. H. Howey, general storekeeper, Fairfield Plain, has sold out.

Sample & Linton, grocery and crockery, Essex, have sold out to A. Raimes.

W. M. Pettigrew, butcher, Beachburg, has been succeeded by G. S. Bennett.

Wesley Vanderburg, general store, Porter's Hill, has sold to W. D. Williams.

Bond & Wilkinson, general merchants, Mount Brydges, have been succeeded by E. R. Bond.

Wm. H. Metcalfe & Co., Kitchener, Ont., are retiring from business, and are advertising their fixtures for sale.

A. G. McDowell, grocer, son of Mr. and Mrs. Frank McDowell, Dunnville, died on Tuesday of last week in his 35th year. Mr. McDowell was a member of the Board of Education, assistant chief of the local fire brigade, a member of Amity Lodge, A.F. and A.M., an active Oddfellow and took a keen interest in all municipal affairs.

WESTERN

P. A. Postella, general merchant, Mink Creek, Man., is dead.

Luke H. Irwin, general merchant of Leney, Alta., is dead.

Wm. Murphy, butcher, Aylesbury, Sask., has sold to J. R. Stoney.

Mrs. L. Pereles, Durban, Man., has sold to the Inwood Supply Co.

A. C. De Briant, general store, Shaunavon, Sask., has sold to M. Cohen.

Andrew Hislop, general storekeeper, Purves, Man., has suffered loss by fire.

S. & P. Murray, grocers, Weyburn, Sask., have been succeeded by Murray & Hamilton.

W. P. McAvoy, general store, Boissevain, Man., has been succeeded by McAvoy & King.

Jacob W. Reimer, of K. Reimer & Sons, Limited, general merchants, Steinback, Man., is dead.

Bernard & Maurice Shaw, Vegreville, Alta., have been registered under the firm name Vegreville Farmers' Supply Co.

Bertram H. Parker, Geo. H. Robinson and C. H. Robinson, Wetaskiwin, Alta., who have been doing business under the name of the Royal Meat Market, have dissolved partnership, Bertram M. Parker continuing the business alone.

News has been received of the sudden death of Kenneth R. McClellan at Swan River, Man. He had purchased a milling business there, and Mrs. McClellan and the four children had left here some two weeks ago to join him in their new home. Mr. McClellan had been in poor health for some time. He was the eldest son of Mr. and Mrs. J. C. McClellan of Powassan, Ont., and was in his thirty-seventh year. For years he was associated with his father in the milling business at Powassan, and also managed the electric light plant till it was taken over by the Nipissing Power Company.

OFFICERS ELECTED TO WESTERN ONTARIO BOARDS OF TRADE

At the concluding session of the United Board of Trade of Western Ontario, held in London, Ont., recently the following officers were elected: President, John Bridge of London; Vice-presidents, F. McClure Sclanders, of the Border Cities Chamber of Commerce, for Essex, Kent and Lambton; Elias Lemon of Owen Sound, for Grey, Bruce and Huron; Geo. S. Matthews of Brantford, for Brant, Norfolk and Elgin; T. J. Hannigan of Guelph, for Wellington, Waterloo and Perth; Secretary-Treasurer Gordon Philip of London; Executive Committee: S. C. McLeod, Stratford; G. S. Matthews, Brantford; G. L. Moore, Goderich; D. B. Detweiler, Kitchener; Arthur J. Dunn, Chatham; F. McClure Sclanders, Border Cities; Elias Lemon, Owen Sound; W. H. Kenny, Sarnia; John Dowler, St. Thomas; T. J. Hannigan, Guelph; John Bridge, London; H. Sykes, Woodstock.

GUELPH, ONT., TO ENLARGE BOARD OF TRADE

The Guelph Board of Trade has decided to conduct a big membership campaign in the near future, with an objective of not less than five hundred members. The campaign will be held before Christmas, and will be followed by a complete reorganization of the Board.

CARTER, MACY & CO. OF CANADA OPEN BUSINESS

Carter, Macy & Co. of Canada, Ltd., have absorbed the business of the John Duncan Co. and the same will hereafter be conducted under the above name. The Montreal address is at 296 St. Paul St. West and the company has offices in Toronto, Winnipeg and Vancouver, and are direct importers, selling to the jobbing trade direct.

MONTREAL GROCERS ELECT OFFICERS

A meeting of the Montreal branch of the Retail Grocers' Association held last week elected the following officers for the ensuing year: President, J. A. Debien; Vice-presidents, J. C. Cusson and J. O. Pesant; Secretary, U. L. Sansregret; Treasurer, L. O. D'Angencourt, and Auditor, J. Dubois.

A feature of this meeting was the attendance of E. M. Trowern, Secretary of the Dominion Board, who addressed the members present and outlined the proposals of the Dominion Association as to measures desirable for protecting the interests of the grocers everywhere. He appealed to the members for a share of their interest and support in the larger efforts of the Dominion Association.

WESTERN ONTARIO BOARD OF TRADE MEET

The Western Ontario Associated Boards of Trade held their first meeting last week in the Commercial Travellers' Association Rooms, London, Ont. Men prominent in public life in the more im-

portant centres of Western Ontario comprised the visiting delegations.

The object of the organization is to "promote the agricultural, commercial, manufacturing and financial interests of the citizens of Canada, and more especially of Western Ontario, and to forward any matter of general public interest approved by the Association."

U.S. INTERNATIONAL COMMISSION ADVOCATE METRIC SYSTEM

Recommend the Adoption of This System to Aid Commercial Relationship With Outside Countries

The use of the metric system throughout the United States, which has been agitated for years, to be employed in every line of trade, has been given a decided impetus by the war and more recently by the approval of the International High Commission of which Secretary of the Treasury, Wm. G. McAdoo, is Chairman. The European countries have been using the system for many years and it has been argued that its adoption in this country would provide a uniform method throughout the world.

The resolution adopted by the commission is as follows:

"The United States section of the International High Commission, having in view the present efforts to bring about the exclusive use of the metric system of weights and measures within the jurisdiction of the United States, resolves:

"1. That in the opinion of the section the adoption of that system would be productive of great advantage in the commercial relations of the United States with the other American Republics.

"2. That the Secretary of the section be directed to communicate a copy of this resolution to the chairman of the proper committees of the Senate and the House of Representatives."

Once the system is thoroughly understood it is contended that it is more simple than the present pound and ounce way in vogue in this country.

HEAD OF W. H. MALKIN CO. RECEIVES OVATION

One hundred Victory Loan workers, and other citizens, gathered at the Vancouver Club recently at a complimentary dinner to W. H. Malkin, head of W. H. Malkin Co., Ltd., wholesale grocers, Vancouver, and chairman of the Victory Loan committee of 1918. A beautiful silver rose bowl, suitably inscribed, was presented to Mr. Malkin by Mayor Gale and P. G. Shallcross on behalf of the donors, both gentlemen paying high tribute to Mr. Malkin's superb conduct of the whole campaign.

REEVE OF GREY COUNTY CHAMPIONS GOOD ROADS

John Boyd, of J. & W. Boyd, Markdale, Ont., retiring reeve of Grey County, in his retiring address to the County Council, dealt with many matters of importance that had engaged the public attention during the past year. Among other matters he laid great stress on the need for good roads, a question that is

of vital importance to many merchants.

"The council," he said, "should take some action regarding the purchase of county road machinery. The county is at a serious disadvantage in maintaining roads without machinery. A number of outfits should be purchased and this matter should be taken up at this session."

WHAT THE JUNKERS PAY FOR FOOD

An intrepid newspaper writer, who succeeded in making an incognito trip through Germany recently, announces the following prices for groceries and food existing in Berlin three months ago.

	Marks	
Unadulterated tea, per lb...	40	\$10.00
Chocolate, per lb.....	45	11.25
Butter, per lb.	16	4.00
Chicken, per lb.	12	3.00
One Goose	140	35.00
Goat and rabbit sausage,		
per lb.	10	2.50

A profiteer is called a "hamster" in Berlin. The city is full of them and secret sales of goods at exorbitant prices prevails.

With invasion from our victorious allied armies close at hand and these conditions existing within, William Hohenzollern saw his last ray of hope to dominate the world vanish.

New Goods Department

T. H. ESTABROOKS CO., LIMITED

The T. H. Estabrooks Co., Limited have just got out a new package. Instead of



the lead package in which Red Rose Tea has been sold to the trade for years, it is now packed in a waxed board carton. The company points out this is stronger than the lead package and is airtight and odor proof. An illustration of the new carton is shown herewith.

A NEW BRAND OF CANE SYRUP

A pure cane sugar is now being placed on the Canadian market by the Canada Sugar Refining Co., Ltd., Montreal. At present, this is put up in two pound tins only and the cases contain 24 of these. The product is made of cane sugar as the name implies and distribution, the company state, is being made in the regular way through the trade. They also state that other sizes may be offered the trade at a later date.

WEEKLY GROCERY MARKET REPORTS

Statements From Buying Centres

THE MARKETS AT A GLANCE

COFFEE seems to be furnishing the most consistent features to the markets these days. Latest reports on Santos show a further advance for the week of $1\frac{1}{2}$ c per pound in Brazil, and from figures secured this week it has been shown where prices ruling on the Canadian market are about six cents below what the actual cost to importer and roaster to bring in would be to-day. Indications are that the better grades of coffee will reach higher levels too, and prices ranging up from 3c to 7c per pound seem a possibility in the not distant future.

Dealers report that orders placed for chicory are only being completed to about 25 to 50 per cent. of their total. The recent fire in one of the Canadian plants places some of the trade in a position where even less may be expected. Even at best, however, the outlook is for a greatly increased demand owing to high price of copper, and dealers feel that there will not be anywhere near enough chicory to go around.

MONTREAL—Advances this week have been made for coarse salt, Tarragona almonds, shoe dressing, various canned peaches and pears, table raisins and canned oysters. Coffee and tea are very firm. The prices of maple products and molasses, syrups, nuts and dried fruits are also very firmly maintained.

Easier tendencies have developed on rolled oats and oatmeals. Export business on these lines is expected to develop somewhat in the near future and then a reaction the other way is looked for.

Some export business for tea has developed, and it is expected that there will be a market for teas if Canada has any to offer Europe. The same development is expected with regard to canned goods, tomatoes and corn already being asked for, and some corn has gone forward.

Higher prices are asked for some vegetables, and cranberries are high. Oranges are more plentiful and the price ranges are wider.

The jobbers are looking forward to a reasonably good trade within the next few weeks for seasonable lines that they can supply. There is naturally a shortage of some Christmas goods.

TORONTO—A general revision in the better grades of coffee has been reported, prices moving up from 1 to 2c per pound. Santos is quoted well below replacement value, and outlook is that sharp advance in this grade is due.

Other manufacturers announce advances in their laundry soaps this week, prices being up from 25c to 45c per case. Higher levels have been reached on canned milk.

Nut markets show further fluctuations this week. New crop filberts have arrived, and as expected, prices have declined in line with futures quoted a couple of months ago. Walnuts are firmly held, with supplies none too heavy. Some sources report a decline in Jumbo roasted peanuts of 2c per lb.

Some shading of the prices on rices has been reported, but this is principally in jobbing lots. The orange market is slightly easier this week, while lemons are down as much as \$1 per box in some quarters. Cucumbers and hot-house tomatoes are again on the market and ruling at high prices. Cereals have remained steady, with a firm undertone.

WINNIPEG—Wholesalers are now preparing for the big holiday demand around Christmas, and reports are that they have good stocks of all lines. An easier feeling has developed on acid fruits. Now that the influenza epidemic is on the decline, the demand is not so large and supplies are freer.

The tea market shows that stocks of some qualities are scarce. Prices throughout the week have held firm and there is no indication of a decline in values for some time to come. The expected demand from Europe for quantities will, it is expected, supply a firm undertone to the market.

There has been very little activity shown on the syrup market. The trade is along normal lines, and prices were unchanged and any change will depend on the condition of the market alone. The demand for corn syrup is fair and prices will be affected by quotations reached on corn in the United States. While prices remain at the high point they are at present, no decline is to be expected.

QUEBEC MARKETS

MONTREAL, Dec. 4.—General conditions in the grocery trade this week are those showing a maintained price basis for most lines, and with a fairly good volume of business reported. Prices issued on Tarragona almonds, shoe dressing, canned peaches and pears, table raisins and coarse salt show advances. Coffee prices and tea prices are very firmly held. Higher prices are being asked for some vegetables, and cranberries are very strong. Oranges are plentiful and price range wider.

Coarse Salt Up 10c; Shoe Dressing 15c

Montreal.

SALT, SHOE DRESSING.—An advance of 10c per bag is made for coarse salt. The 140-pound bags are now selling to the trade at \$2 and the 100-pound bags at \$1.60. Shoe dressings of the Gilt Edge make are quoted up in one quarter at \$2.90, this being an advance of 15c per case.

No Sugar Improvement; Prices Will Hold

Montreal.

SUGAR.—There is no probability of improvement in the matter of price on sugar, and none as regards supply, for the next few weeks. The allotment of raws for the immediate future will not permit of any speeding up by the refineries. These are now compelled to work intermittently as for some time past, and there will be no likelihood of steady melting becoming a feature for some weeks at least. There is reason, nevertheless, to anticipate an improvement after the first of the year, providing

transportation can be secured to carry the raw product.

	100 lbs.
Atlantic Sugar Company, extra granulated sugars, 100 lbs.	10 05
Acadia Sugar Refinery, extra granulated 10 05	
St. Lawrence Sugar Refinery 10 00	
Canada Sugar Refinery 9 95	
Dominion Sugar Co., Ltd., crystal granulated 9 50	
Special icing, barrels 9 30-9 40	
Icing (25-lb. boxes) 9 60-9 80	
Icing (50-lb. boxes) 9 50-9 60	
Diamond icing 9 10	
Yellow, No. 1 8 90-920	
Yellow, No. 2 (Golden) 8 70-9 00	
Yellow, No. 3 8 60-8 90	
Powdered, barrels 9 20-9 30	
Paris lumps, barrels 9 85-10 20	
Paris lumps (50-lb. boxes) 9 65	
Paris lumps (25-lb. boxes) 9 85	
Crystal diamonds, barrels 10 25	
Crystal diamonds (boxes 100 lbs.) 10 50	
Cut loaf (50-lb. boxes) 10 50-10 60	
Cut loaf (25-lb. boxes) 10 70-10 80	

Peaches Up 30c; Vegetables Easy

Montreal.

CANNED GOODS.—The strong firming tendencies on peaches is borne out in an advance of 30c per dozen for No. 2 yellow. This is made by one jobber, and the tendencies are decidedly firm. For 2½s the advance is made from \$3.60 to

\$3.75 per dozen. The position for canned corn and peas and for imported goods still holds firm and high. In fact there is little chance of corn being low, the export enquiry coming to hand being greater than ever. As a matter of fact some supplies have already gone overseas. On tomatoes and some of the ordinary Canadian lines the market rules easier with few sales recorded. Several lines of canned peaches, pears, and canned fish, etc., have been received by one jobber.

Salmon Sockeye—

Clams, No. 1	2 10
"Clover Leaf," ½-lb. flats	2 45
Sovereign, 1-lb. flats	4 62½
Do., ½-lb. flats	2 30
1 lb. talls, cases 4 doz., per doz.	4 50 5 00
½ flats, cases 8 doz., per doz.	1 50 2 00
Chums, 1-lb. talls	2 05 2 15
Do., ½s, flat	1 20 1 25
Pinks, 1-lb. flat	2 25
Pinks, 1-lb. talls	2 65 2 75
Cohoes, 1-lb. talls	4 35
Cohoes, 1-lb. flats	2 25
Red Springs, 1-lb. talls	4 00 4 60
Red Springs, ½ lb.	2 45
White Springs (1s)	2 30
Salmon, Gaspe, Niobe Brand (case of 4 doz.) per doz.	2 25
Pilchards, 1-lb. talls	1 90 2 00
Whale Steak, 1-lb. flat	1 90
Canadian sardines (case)	6 75 7 00
Norwegian sardines, per case of 100 (¼s)	22 00 20 00
Lobsters, ½-lb. tins, doz.	3 60 3 65
Do., 1-lb. talls	6 90
Do., 1-lb. flats	7 00
Sardines (Amer. Norweg'n style)	14 50
Sardines—Canadian brands (as to quality), case	9 50 16 50
Sardines, French	32 00
Shrimps, No. 1	2 25
Crab meat (Japanese), ½s	6 00
Crabs (dented), No. 1	6 75
Canned Vegetables and Fruits—	
Asparagus (Amer.) mammoth green, doz.	4 90
Tomatoes, 1s	0 95
Tomatoes, 3s	1 95 2 02½
Tomatoes, U.S. pack, 2s	1 40 1 50
Tomatoes, 2½s	1 90 1 92½
Tomatoes, gallons	6 00 7 05
Peas, standards	1 45 1 47½
Peas, early June	1 57½ 1 60

FLASHES FROM THE WEEK'S MARKETS

Oysters underwent an advance during the week of 65c for the No. 3 size package. Increased cost of cans, boxes, ice, coal, power, etc., as well as a straight increase to the openers of 10c per gallon, being factors.

Storage eggs have moved up another 1c per dozen. New laids are firm and unchanged. Receipts show improvement.

Large cheeses are being quoted as high as 29c and twins 29½c per pound in some quarters.

Lemons came down as much as \$1.00 per box in some quarters during the week. The California crop is good but no word of any early arrivals of Messinas is available.

Coffee advanced another 1½c per pound in Brazil this week. Even in the face of higher prices reached, roasters and importers in the United States are buying freely to replenish stocks which are considered low.

Shelled filberts in Toronto are being quoted at 36c to 38c per pound for new crop nuts. Jumbo roasted peanuts have sagged in some quarters to 20c per pound. Tarragona almonds are again higher on the New York market.

Live hogs climbed another 25c this week. The aristocratic tendencies of the pig seem to be well

established, so lower prices are hard to bring about.

Canadian apples have again been given an opportunity to reach the British market. Already some have been shipped and British buyers are in close touch with the Canadian trade. A stiffening of prices may follow.

Coarse salt shows an advance of 10c per bag.

An advance of 15c per case has been made in one line of shoe dressing this week.

Canned yellow peaches show new prices this week of \$3.75 per dozen for 2½s. This is an advance of 15c. No. 2's are up 30c per dozen.

Export inquiry for canned corn and tomatoes has been a development of the week. In fact some corn has already started overseas. Looks like a firm market on these two lines, although some shading of prices on tomatoes is reported.

A shading of prices on rice is reported in some quarters. This is principally in jobbing quantities. Tapioca is steady with a firm undertone.

Table raisins for the holiday trade are higher this year.

Rolled oats declined 20c per bag and oatmeal dropped 25c per bag in Montreal this week.

Peas, extra fine, 2s	2 35
Do., fancy, 20 oz.	1 57½
Peas, Moigan, extra fine.	2 20
Beans, golden wax	1 95
Beans, Refugee	1 95
Do., old pack	1 80
Do., new pack	2 00
Beets (new sliced), 2-lb.	1 40
Do., (old sliced), 2-lb.	1 60
Corn, 2s, doz.	2 20
Spinach (U.S.), 3s	3 00
Do., (U.S.), gallons	10 00
Corn (on cob, gal. cans), doz.	7 80
Red raspberries, 2s	4 00
Simcoes	2 75
Red cherries, 2s	2 60
Strawberries, 1918 pack (2s)	4 00
Rhubarb, 2½s	2 60
Blueberries, 2s, doz.	1 85
Blueberries, gallons	7 00
Pumpkins, 2½s	1 10
Pumpkins, 3s	1 75
Pumpkins (gallon), doz.	3 75
Potatoes, Can. Sweet, 2½-lb. tins	2 10
Potatoes, Cal. Sweet, 2-lb. tins	2 75
Apricots (Cal.), 2½s	4 40
Carrots, sliced, 2s	1 45
Apples (gallons)	4 00
Peaches, 2s (heavy syrup)	2 50
Peaches, standard grade, 2½ lb.	3 25
Pears, No. 2	2 75
Pears (Bartlett), 2½s	5 00
Pears, 2s (in light syrup)	1 85
Pears, No. 2 (heavy syrup)	2 50
Pears, gallon, (pie peeled)	7 00
Pineapples, 1½s	2 25
Pineapples, 2s	3 10
Do., sliced, 2½-lb. tins, doz.	4 20
Do., 1-lb. flats	1 90
Do., 2-lb. flats	3 25
Do., grated, 1s	1 90
Do., grated, 2s	2 90
Do., grated, 2½s	4 20
Greengage plums (light syrup), No. 2	2 25
Lombard plums (heavy syrup), 2s	1 70
	2 05

Corn Syrup Selling; Molasses Quieter

Montreal.

SYRUPS, MOLASSES.—The demand for corn syrup and glucose has been steady and active, and the cane product, too, is active. Of the latter the supply is not very large owing to the shortage of raw material. It is stated that there will be an increasing sale for glucose, this being obtainable now in small quantities and being desirable for some purposes. Molasses markets still are steady and firm, and dealers having supplied themselves with their wants to a great extent, the market is rather quiet.

MOLASSES AND SYRUPS.—The

Corn Syrup—	
Barrels, about 700 lbs.	0 07½
Half bbls.	0 07½
Kegs	0 07½
2-lb. tins, 2 doz. in case, case	4 80
5-lb. tins, 1 doz. in case, case	5 40
10-lb. tins, ½ doz. in case, case	5 10
20-lb. tins, ¼ doz. in case, case	5 05
2-gal. 25-lb. pails, each	2 25
3-gal. 38½-lb. pails, each	3 40
5-gal. 65-lb. pails, each	5 50
White Corn Syrup—	
2-lb. tins, 2 doz. in case, case	5 30
5-lb. tins, 1 doz. in case, case	5 90
10-lb. tins, ½ doz. in case, case	5 60
20-lb. tins, ¼ doz. in case, case	5 55
Cane Syrup (Crystal) Diamond—	
2-lb. tins, 2 doz. in case, per case	7 50
Barrels, per 100 lbs.	10 25
Half barrels, per 100 lbs.	10 50
Glucose, 5-lb. cans (case)	4 80

Prices for

Barbadoes Molasses—	
Punchoons	1 13
Barreles	1 16
Half barrels	1 18
For outside territories prices range about 3c lower.	

Lots of Rice; Prices Easy

Montreal.

RICE.—The price of rice still continues to be on the easy side but there

are no declines for the week. With a good supply of this in Canada there will be plenty to take care of the Canadian trade, and there is no indication of prices advancing on any line. The demand is fairly seasonable. Tapioca has been steady and rather on the firm side, with sales normal.

Ice Drips—Japan	11 25
Carolina	12 50
Siam, No. 2	9 00
Siam (fancy)	10 50
Rangoon "B"	9 00
Rangoon CC	8 75
Mandarin	10 00
Pakling	9 10
Tapioca, per lb. (seed)	0 14½
Tapioca (Pearl)	0 14

Almonds Reach 32c; Big Nut Movement

Montreal.

NUTS.—An advance of 3c per pound has been made for Tarragona almonds, and this makes the price as high as 32c for small lots. There is every reason to anticipate a maintenance of the present basis for nuts, for sales have been large and the amount of business has continued to be greater than anticipated. Full cars have been passing along to jobbers and the trade from this until the

COCOA CLIMBING

Primary points report markets are firmer and much unsettled. A further general advance has been reported, latest cables reaching the trade showing advances which range a good 30 per cent. over former figures. The outlook seems to be for continued high prices for some little time to come, and conditions at primary points are sure to be reflected locally in the not distant future.

new year will continue to be active, it is expected.

Almonds (Tara), per lb.	0 28	0 32
Almonds (shelled)	0 55	0 55
Almonds (Jordan)	0 70	0 70
Brazil nuts (new)	0 28	0 30
Brazil nuts (med.)	0 15	0 17
Filberts (Sicily), per lb.	0 20	0 24
Filberts, Barcelona	0 24	0 25
Hickory nuts (large and small), lb.	0 10	0 15
Peanuts (roasted)—		
Bon Tons	0 25	0 25
Jumbo	0 25	0 28
Champion	0 22	0 22
Fancys, per lb.	0 24	0 25
Extras, per lb.	0 19	0 20
Shelled, No. 1 Spanish	0 18½	0 19
Shelled, No. 1 Virginia	0 19½	0 20½
Do., No. 2	0 14	0 14
Peanuts (salted)—		
Fancy wholes, per lb.	0 40	0 40
Fancy splits, per lb.	0 35	0 35
Salted Spanish, per lb.	0 25	0 27
Pecans (new Jumbo), per lb.	0 28	0 32
Pecans, large, No. 2, polished	0 28	0 28
Pecans, New Orleans, No. 2	0 21	0 24
Pecans "paper shell," extra large	0 60	0 60
Jumbo	0 29	0 35
Walnuts (Grenoble)	0 16	0 18
Walnuts (new Naples)	0 85	0 95
Walnuts (shelled)	0 30	0 33
Walnuts (Spanish)	0 30	0 33
Note—Jobbers sometimes make an added charge to above prices for broken lots.		

Loose Raisins Up; Prunes Are Firm

Montreal.

DRIED FRUITS.—The price asked for table raisins is higher than ever, and this year's holiday trade will have to pay for the fancy lines higher prices than ever before. Some new muscatels found their

way in, and the prices on these range from \$5.50 for 3-crown to \$7 for 6-crown. In view of the fact that supplies of these are limited, it is likely that the market will hold very firm. Prunes are steady and firm, with little promise of declines. The general outlook is for a continued holding of the present basis, and with firming tendencies.

Apricots—		
Choice	0 26	0 28
Slabs	0 24½	0 25
Fancy	0 24	0 30
Apples (evaporated)	0 16½	0 20
Do., fancy	0 21	0 20
Peaches (fancy)	0 21	0 23
Faced	0 20	0 19
Choice	0 20	0 21
Extra choice	0 21	0 24
12 oz., per pkg.	0 16	0 18
Pears	0 24	0 25
Drained Peels (old)—		
Citron	0 46	0 46
Lemon	0 40	0 40
Orange	0 41	0 43
Drained Peels (new)—		
Lemon	0 40	0 41
Orange	0 42	0 43
Citron	0 47	0 48
Cut mixed (1-lb. cartons), doz.	4 10	4 10

Raisins—		
Malaga, table box of 22 lbs., 3-crown cluster, \$5.50; 4-crown cluster, \$6.75; 6 crown cluster, \$7.00.		
Muscatsels, loose, 2-crown	0 14	0 14
Muscatsels, loose, 3-crown, lb.	0 15	0 15
Cal. Seedless, 15 oz.	0 16½	0 17
Cal. seedless, loose	0 14½	0 16½
Fancy seeded, 16 oz. pkgs.	0 16	0 20
Choice seeded, 16 oz. pkgs.	0 17	0 19
Valencias, selected	0 11½	0 11½
Valencias, 4-crown layers	0 11½	0 11½
Sultanas (bleached) 50-lb. boxes	0 16½	0 20
Currants, old	0 24	0 29
Cartons	0 32	0 32
80 lb. Ainslia	0 28	0 28
12 oz.	0 26	0 26
Do., new	0 32	0 32
Jates, Excelsior, per case (36-10s)	7 00	7 00
Do., Dromedary (36-10oz.)	8 00	8 00
Packages only, Excelsior	0 20	0 20
Packages only	0 19	0 20
Do., Dromedary	0 22	0 22
Figs (new), 100 to case	11 00	11 00
Figs (layer), 10-lb. boxes	1 90	2 75
Figs (mats)	0 16	0 18
Figs, Fancy Cal. White (Choice)—		
Pkgs. 16 oz. (10 pkgs.)	1 75	1 75
Pkgs. 10 oz. (12 pkgs.)	1 45	1 45
Pkgs. 8 oz. (20 pkgs.)	2 00	2 60
Pkgs. 6 oz. (50 pkgs.)	3 60	4 75
Pkgs. 4 oz. (70 pkgs.)	3 70	5 00
Muscatsels, 4-crown, lb.	0 13	0 13
Prunes—		
California, 40-50s	0 19	0 25
50-lb. boxes, 80-90s	0 14½	0 14½
90-100s	0 13	0 14
20-30s	0 25	0 25
30-40s	0 20	0 20
25-lb. cases, 50-60s	0 18	0 20
60-70s	0 17	0 18
70-80s	0 15	0 16
80-90s	0 14	0 15½
90-100s	0 13	0 14
Oregon, 30-40s	0 16½	0 16½
40-50s	0 15½	0 15½
50-60s	0 12½	0 12½

Beans More Active; Prices Easy

Montreal.

BEANS.—The undertone of the bean market is easy, but there have been no price changes this week. Any changes that may be made are likely to be those of declines, for there is ample stock and just a fair demand. So many districts have grown beans that rural demand is not heavy and the local trade is only fair.

Beans—		
Canadian, hand-picked, bush.	6 30	7 50
British Columbia	7 75	8 00
Brown Beans	7 00	7 00
Japanese	8 00	8 40
Yellow Eyes	7 50	8 40
Rangoon beans, per bushel	7 00	7 50
Lima, per lb.	0 19	0 20
Kidney beans	8 00	8 50
Peas, white soup, per bushel	4 25	4 50
Peas, split, new crop, bag 98 lbs.	8 00	8 50

R. flow (not), per bag 98 lbs. 6 50
Barley, pearl, per bag 98 lbs. 7 50 8 25

Steady and Firm;

Coffee Holds

Montreal.

COFFEE.—The situation is steady and firm, but there are no changes of price in this market. The same will depend upon the outcome of the position at primary points. There coffee is still in the same firm position which it has held for the past month, and while relief is looked for there is nothing to indicate that this will manifest itself in the immediate future. Stocks are naturally limited, and one of the large importers at Montreal stated that they were allotting supplies in limited lots to their customers. Spot selling in New York is on a high price basis. Cocoa is steady and the jobbing trade has reported this line as being somewhat scarce. There is naturally a good demand for it at this season of the year.

Coffee, Roasted—

Bogotas, lb.	0 33	0 36
Jamaica, lb.	0 27	0 31
Java, lb.	0 40	0 43
Maracaibo, lb.	0 29½	0 32
Mocha, grades	0 35	0 39
Mexican, lb.	0 28	0 31
Rio, lb.	0 27	0 29
Santos, Bourbon, lb.	0 30	0 33
Santos, lb.	0 30	0 33

Cocoa—

Bulk cocoa (sweet)	0 25	0 30
-------------------------	------	------

Export Sales Made of Canadian Teas

Montreal.

TEAS.—Export trade for tea has developed, and one large importer stated to CANADIAN GROCER that he understood some teas had left this country for European account. That there would be more trade developed in this way was very probable, he thought. As a consequence of the fact that tea sales have not been active for some weeks, the present enquiry reported by the jobbing trade here indicates that business may resume greater activity. Already some sales have been made in a jobbing way. It is expected that the next few weeks will see a heavier movement to the retail sections of the country.

Ceylon and India—

Pekoe, Souchongs, per lb.	0 47	0 49
Pekoes, per lb.	0 51	0 54
Orange Pekoes	0 55	0 57

Japan Teas—

Choice	0 65	0 70
Early Picking	0 53	0 58

Javas—

Pekoes	0 41	0 43
Broken Orange Pekoes	0 43	0 45

Inferior grades of broken teas may be had from jobbers on request at favorable prices.

Orange Pekoes	0 46	0 49
--------------------	------	------

Maple Sugar High;

Honey Has Held

Montreal.

HONEY, MAPLE PRODUCTS.—The price of maple sugar is very high, and to indicate how very strong the market is a sale was reported to CANADIAN GROCER of a large round lot this week at 30c per pound. The demand from big users can only be met when the big producers have supplies to offer, and these supplies are becoming scarcer with the advance of the season. Honey sales have continued on an active basis, and the

volume of trade has been seasonably good. Supplies have been larger than the earlier reports indicated.

Maple Syrup—

10-lb. cans, 6 in case, per case.....	\$15 10
5-lb. cans, 12 in case, per case.....	17 10
2½-lb. cans, 24 in case, per case.....	18 50
Maple Sugar (nominal)	0 30
Honey, Clover—	
Comb (fancy)	0 30
Comb (No. 1)	0 28
In tins, 60 lbs.	0 26
30-lb pails	0 27
10-lb. pails	0 28
5-lb. pails	0 25 0 28
Honey—Buckwheat, tins or bbls.	0 23

Spice Prices Firm;

Trade Better

Montreal.

SPICES.—The market is firm but without quotable changes of any kind this week. The country and city trade is very fair, and the amount of business offering is well taken care of by the trade. Stocks are reasonably good and the assortment is quite complete, with the exception of a very few lines.

	5 and 10-lb. boxes	
Allspice	0 20	0 22
Cassia (pure)	0 35	0 37
Cloves	0 75	0 77

CHICORY SCARCE

Latest advices reaching the trade are to the effect that orders are only being filled to about 25 to 50 per cent. of their full amounts. The disastrous fire which occurred recently in one of the Canadian mills has seriously affected the output, and with coffee prices soaring there seems to be every reason to believe that the demand for chicory will be much heavier than usual. Dealers are of the opinion that there will not be by any means enough to go around.

Cream of tartar	0 95	1 00
Ginger	0 30	0 40
Ginger (Cochin or Jamaica)	0 30	
Mace	0 80	1 00
Mixed spice	0 30	0 32
Nutmegs	0 45	0 50
Pepper, black	0 42	0 45
Pepper, white	0 48	0 50
Pepper (Cayenne)	0 35	0 37
Pickling spice	0 25	0 27
Paprika	0 65	0 70
Turmeric	0 28	0 30
Tartaric acid, per lb. (crystals or powdered)	1 30	
Cardamom seed, per lb., bulk....	2 00	
Caraway, Dutch, nominal	0 80	0 90
Cinnamon, China, lb.	0 30	
Cinnamon, per lb.	0 35	
Mustard seed, bulk.	0 35	0 40
Celery seed, bulk (nominal)	0 85	0 90
Shredded coconut, in pails.....	0 21	0 23
Pimento, whole	0 20	0 22

For spices packed in cartons add ¾ cents a lb. and for spices packed in tin containers add 10 cents per lb.

Rolled Oats Down 20c;

Corn Flour \$5.00

Montreal.

CEREALS.—Prices on rolled oats declined 20c per bag this week. An easier feeling developed, and this is due to the scarcity of export orders for the line. It is stated, but a revival of this activity is probable and the market is then expected to advance again. Corn flour also is easier, and some have been quoting the white variety at \$5 per bag. The tone of the market for this is easier. Oatmeal has also been marked down

somewhat, but no change has been made on package goods.

Self-raising flour		
8-lb. pkgs., doz.	2 90	
6-lb. pkgs., doz.	5 70	
Cornmeal, Gold Dust	6 00	6 40
Barley, pearl	6 25	7 30
Barley, pot, 98 lbs.	4 75	5 30
Barley (roasted)		7 50
Barley flour, 98 lbs.	5 25	4 75
Buckwheat flour, 98 lbs.	7 25	8 50
(As to grade)		
Cornflour, white (2 bags)	10 00	
Rice flour	8 75	9 00
Oat flour (2 bags)	12 10	
Hominy grits, 98 lbs.	6 75	8 00
Hominy, pearl, 98 lbs.	7 50	8 00
Graham flour	5 80	6 25
Oatmeal (standard-granulated and fine)	5 40	6 00
Oatmeal (packages) fine cut....	5 70	
Peas, Canadian, boiling, bush.	4 00	5 50
Split peas	8 00	8 25
Rolled oats, 90-lb. bags	4 75	5 15
Rolled oats (family pack.), case	5 50	5 60
Rolled oats (small size), case....	1 95	2 00
Rolled wheat (100-lb. bbls.)....	7 10	8 00
Rye flour (Can.), 98 lbs.	6 50	7 00
Do. (American), 98 lbs.		6 85
Tapioca flour, lb.	0 15	0 16

Much Flour Export;

Feeds Sell Well

Montreal.

FLOUR AND FEEDS.—The demand for flour for export has been large, and while the sales still are made through allied buyers, the mills can sell all they have to offer through these channels, and the production has therefore been very large and the shipments heavy. Local trade is seasonably fair, and the big users, while stocked pretty heavily on supplies, have been absorbing a considerable amount. Feeds are naturally in steady and big demand, the prices holding on bran and shorts and those for oat feeds being somewhat easier but without change.

War Standard, Graham and Whole

Wheat Flours—	
Mixed car lots on track	11 25
Straight car lots on track (minimum 50,000 lbs. on track) (to bakers)	11 15
Add 10c for delivery for car lots.	
Add 20c for delivery for small lots.	
Shorts, car lots on track	42 25
Bran, per ton, car lots on track	37 25
Crushed oats	61 00 72 00
Barley meal	58 00 66 00
Barley chop	58 00 64 00
Gluten feed (23% protein)—	
F.O.B. Cardinal	62 00
F.O.B. Ft. William	60 00
Feed oats, per bushel	1 02
Shorts and bran delivered in Montreal \$1.00 per ton extra.	

Oranges to be Less;

Holly Arrives

Montreal.

FRUITS.—It is expected that plenty of oranges will be available for the Christmas trade and that these may be sold on a lower basis than that obtaining for some weeks. There are plenty of some varieties and the trade will be well supplied with requirements. Apples have moved well and prices for the better varieties have held well all through. Cranberries are somewhat firmer and as high as \$14. Holly and evergreens are now available, the former selling at \$1.50 per dozen crowns, and the latter at \$2 per large bunch.

Apples—

Baldwins	6 00
Blenheims	4 50 5 00
Wealthy (in bbls.), No. 1	7 00
Do., Do., No. 2	5 50
Greenings	6 50

McIntosh Reds (best)	8 00	9 00
Gravensteins, No. 1	4 00	5 00
Fameuse, No. 1	7 50	8 00
Do., No. 2	6 50	
Spys	7 00	
Russets	6 00	
Kings, No. 1	6 00	
Do., No. 2	5 50	
Wagners	5 50	6 00
Bananas (fancy large), bunch..	4 50	7 00
Cranberries, bbl	13 00	14 00
Do., gal.		0 75
Grapes (California fancy), 4 bask.		5 00
Grapes—		
Tokays	3 00	4 75
Malagas		2 50
Emperor, keg	5 50	7 50
Grapefruit (fancy Porto Rico) ..		
80, 96, 112	4 50	4 75
Lemons (fancy new Malagas) ..		6 00
Lemons (California)		7 00
Oranges, Valencia lates	10 00	12 00
Oranges, Porto Rico	4 50	5 25
Evergreen, bunch		2 00
Holly (crowns), doz.		1 50
Pears, Cal., eating, small box...		4 00
Pears, California (110 size)		5 50

Sweet Potatoes \$3.25;

Parsley and Cress Up

Montreal.

VEGETABLES.—Sweet potatoes have been moved higher, and these are now selling at \$3.25 per hamper. Advances also are made for parsley and water-cress, while higher prices obtain as well for lettuce, leeks and cucumbers. There is a steady trade for most lines, although

the sale of potatoes has been less than for some time. A great many have supplies for the winter and many are buying such quantities from time to time as they require.

Beans, new string (American)		
basket	3 00	3 50
Beets, bag	0 75	1 00
Brussels Sprouts, quarts		0 15
Brussels Sprouts (doz.)		1 00
Cucumbers, Boston (doz.)		3 50
Cauliflower (Montreal), doz.	2 00	2 50
Cabbage (Montreal), doz.	0 50	1 00
Cabbage, bbl.		1 50
Carrots, bag	0 75	1 00
Celery (Montreal), doz.		1 00
Do., crates (6-7 doz.)	6 00	6 50
Horseradish, lb.		0 20
Lettuce, curly (doz.)	0 40	0 50
Lettuce, Boston, box		2 75
Leeks		3 00
Mint		0 60
Mushrooms, lb.		0 90
Onions, Can., bag (75 lbs.)	1 50	2 00
No. 1 Yellow (75 lbs.)	1 50	2 00
No. 1 Red (75 lbs.), crate	1 50	2 00
Onions, Spring (Imported), doz.	0 40	0 50
Oyster Plant		0 50
Cranberries, gallon		0 75
Parsnips, bag		1 25
Parsley (Canadian)		0 40
Potatoes, Montreal new (90-lb. bag)	1 60	1 75
Potatoes (New Brunswick), bag.		1 90
Potatoes (sweet), hamper	3 25	
Romane		0 50
Spinach, box		1 00
Squash (Huber), doz.		3 00
Turnips, new, per bag	1 00	1 25
Tomatoes (hothouse), lb.		0 35
Vegetable Marrow (doz.)		1 50
Watercress (Can.)		0 50

ONTARIO MARKETS

TORONTO, Dec. 4.—The advance on soap has extended to other manufacturers' lines in prices issued this week. The new prices show increases of from 25c to 45c per box, with indications still pointing upwards. Another line of milk has increased this week also. Shelled filberts, new crop, are in, and prices are down somewhat. Lower prices on peanuts have also been reached in some quarters. Oranges have declined slightly in view of better supplies, and lemons are also substantially lower. Cucumbers and hothouse tomatoes are again being offered on this market.

Canada to Get

San Domingo Crop?

Toronto.

SUGAR.—Locally there has been no improvement on the situation in sugar. Receipts from the beet sugar crop are coming along in large quantities, but supplies from other sources are very small. It is understood that the Canada Food Board is making arrangements to take over the entire San Domingo crop and it is thought the negotiation will be concluded some time this week. The latest Willett and Gray estimate on the sugar crops of the world show that the San Domingo crop, for which the harvesting period is from January to June, is 175,000 tons. There has been no change in the price of sugar locally and none is looked for prior to the time of actual operations on the new crop, if then.

Atlantic, extra granulated 10 36 || St. Lawrence, extra granulated | 10 31 |
Acadia Sugar Refinery, extra granulated..	10 36
Can. Sugar Refinery, extra granulated..	10 26
Dom. Sugar Refinery, extra granulated..	10 31
Canada Sugar differentials: 50-lb. sacks, 10c over 100-lb. 20-lb. gunnies, 25c advance; 10-lb. gunnies, 40c advance; 5-lb. cartons, 50c advance; 2-lb. cartons, 60c advance. St. Lawrence differentials: In 25-lb. gunnies, 25c over 100 lb.; 20-lb. gunnies, 40c advance; 10-lb. gunnies, 50c advance; 5-lb. gunnies, 60c advance; 5-lb. cartons,	

60c advance; 2-lb. cartons, 70c advance. Atlantic differentials: 20-lb. bags, 40c advance over 100 lb.; 10-lb. gunnies, 50c advance; 5-lb. cartons, 50c advance; 2-lb. cartons, 70c advance. Acadia 100 lbs.; 10-lb. gunnies, 45c advance; 5-lb. cartons, 45c advance; 2-lb. cartons, 50c advance. Barrels of granulated and yellow may be had at 5c over above prices, which are for bags. Fancy sugars make a corresponding increase when put up in small packages. No. 1 yellow is 30 to

JOBBER STATES SOAPS MAY YET BE \$9 A CASE

A large Montreal jobber stated this week to CANADIAN GROCER that the advance made last week for soaps would be but the beginning of increases. He pointed out that with the sale of glycerine now reduced so enormously through the termination of the war, and with fats scarce, there was every reason to look for higher prices still. He would not be surprised, he said, if even \$9 per box was reached for soap.

Holly and Holly

Wreaths Selling

Toronto.

HOLLY, HOLLY WREATHS.—Holly and holly wreaths are being offered to

the trade. These it is intimated come from the South and owing to scarcity of labor and material it is said only about 20 per cent. of the usual shipments will be marketed. Prices which are being quoted on holly, per case, are \$7.50; holly wreaths, \$2.40; wreathing, 25-yard lengths, per yard, 6c.

More Soap Up;

Milk Higher

Toronto.

SOAP, MILK.—There have been other lines of soap which have gone to higher levels during the week. Included in this is Gold soap, which is up 25c, selling at \$7.75 per case. White Knight soap has advanced 45 cents per box, in less than 5 pounds boxes being quoted at \$7.45 per box; in 5-box lots, \$7.40, and in 10-box lots, \$7.35. La France Castile soap, 100s, has advanced to \$4.20 per box.

A change in the price of Carnation milk has become effective. The 16 oz. talls per case of 4 dozen are quoted at \$6.75, and the 6 oz. baby, per case of 8 dozen, \$5.75. Coat's thread is quoted at 97 cents per dozen. MacDonald's Napoleon chewing tobacco, 8s, has been withdrawn from the list.

Molasses Holds

Firm; Syrup Steady

Toronto.

MOLASSES, SYRUPS. — There have been no new developments in the market during week. Prices have been well maintained and supplies are fairly good. It is indicated that to import the Barbados molasses it would cost more than the present selling price. It is understood that the price at which this is to be sold has been set on the Island, so there seems little chance that any market decline will occur for some time to come.

The market on corn is one of decided fluctuations, but the tendency generally is upward. However, this has not had the effect of changing the price of corn syrup as yet, but nevertheless quotations are firmly held. The demand just at the present time has eased away somewhat, but this is a seasonable condition.

Corn Syrups—

Barrels, per lb.	0 07½
Cases, 2-lb. tins, yellow, 2 doz. in case	4 80
Cases, 5-lb. tins, yellow, 1 doz. in case	5 40
Cases, 10-lb. tins, yellow, ½ doz. in case	5 10
Cases, 2-lb. tins, white, 2 doz. in case	5 30
Cases, 5-lb. tins, white, 1 doz. in case	5 90
Cases, 10-lb. tins, white, ½ doz. in case	5 60
Half barrels, ¼c over bbls.; ¼ bbls., ½c over bbls.	

Cane Syrups—

Barrels and half barrels, lb. ..	0 08	0 08½
Cases, 2-lb. tins, 2 doz. in case		7 00

Molasses—

Fancy, Barbadoes, barrels	1 05	1 10
Choice Barbadoes, barrels	0 95	1 00
West India, ½ bbls., gal.		0 56
West India, No. 10, kegs		6 50
West India, No. 5, kegs		3 25
Tins, 2-lb., table grade, case 2 doz., Barbadoes		4 90
Tins, 3-lb., table grade, case 2 doz., Barbadoes		6 75
Tins, 5-lb., 1 doz. to case, Barbadoes		5 30
Tins, 10-lb., ½ doz. to case, Barbadoes		5 20
Tins, 2-lb., baking grade, case 2 doz.		5 50
Tins, 3-lb., baking grade, case of 2 doz.		7 40
Tins, 5-lb., baking grade, case of 1 doz.		

Tins, 10-lb., baking grade, case	
of ½ doz.	
West Indies, 1½, 48s	6 95

All Lines

Canned Goods Firm

Toronto.
CANNED GOODS.—There is little new to report in the situation this week. Advances in some lines have been recorded in some quarters. Wagstaffe's marmalade, 4s, has been advanced to 78 cents per tin. Stuart's 12 oz. jars of black currant jam are being quoted at \$3 per dozen. Blue Sea tuna, in cases of 4 dozen, is being quoted at \$3.50 per dozen. The situation on salmon is still rather unsettled. There has been no disposition to encourage sales of this line. Canned vegetables are quiet and there is little to report in the situation on fruits. Jams have enjoyed a very good sale and the movement to the trade is still very fair.

Embargo on Dates

Lifted; Malaga Raisins in

Toronto.
DRIED FRUITS.—It is indicated that the embargo on dates has been lifted. Import licenses have been forwarded to Washington, where export licenses are being applied for and shipments are expected in probably two or three weeks' time. It looks at the present time as though the city trade may have some dates before Christmas, but outside points will not likely be in as favorable a position. The trade reports that some Malaga raisins have arrived.

Strengthening Market in

Tea Looked For

Toronto.
TEAS.—The situation generally is about the same as that which has applied for the past two or three weeks. There is a fair movement, dealers being apparently quite satisfied to buy what they require. Opinions received from practically all outside sources are uniform in that the market will gradually strengthen and that higher levels will be reached. In the meantime there has been no change in local prices as listed below reported as yet.

Ceylon and Indias—		
Pekoe Souchongs	0 46	0 48
Pekoes	0 48	0 56
Broken Pekoes	0 56	0 58
Orange Pekoes	0 58	0 60
Broken Orange Pekoes	0 60	0 62
Javas—		
Broken Pekoes	0 45	0 48
Japans and Chinas—		
Early pickings, Japans		0 50
Second pickings	0 40	0 48
Hyson Thirds, lb.	0 40	0 48
Do., Seconds	0 50	0 55
Do., sifted	0 50	0 62

No Easing Away

in Coffee Markets

Toronto.
COFFEE.—Prices in Brazil show a steady upward tendency and another 1½c per pound has been added to quotations. United States interests are buying freely at the advance, roasters' and importers' stocks being small. The outlook in regard to prices in the future may be determined to some extent by

the freedom with which orders are being placed now at these advanced figures. Some further price revisions upward have occurred, as will be noted in quotations herewith.

Coffee—		
Java, Private Estate		0 45
Java, Old Government, lb.	0 38	0 40
Bogotas, lb.	0 37	0 38
Guatemala, lb.	0 36	0 37
Maracaibo, lb.	0 34	0 35
Mexican, lb.	0 38	0 39
Jamaica, lb.	0 33	0 34
Blue Mountain Jamaica		0 48
Mocha, lb.	0 38	0 39
Mocha, Arabian, lb.		0 40
Rio, lb.	0 27	0 32
Santos, lb.	0 32	0 33
Santos, Bourbon, lb.	0 34	0 36
Ceylon, Plantation, lb.	0 38	0 39
Chicory, lb.	0 30	0 33
Cocoa—		
Pure, lb.	0 25	0 30
Sweet, lb.	0 20	0 24

Spot Market Spices

Generally Firm

Toronto.
SPICES.—As far as spot markets are concerned the tendency is firm and steady. There have been several hundred bales shipped from New York which has had a tendency towards stabilizing the markets, and whereas lower prices may develop in the future it must be sometime before the effects are reflected here. The situation, as a whole, is outlined elsewhere in this issue.

Nut Market Varies;

Butternuts Here

Toronto.
NUTS.—There have been further arrivals of Tarragona almonds and filberts during the week. These have been sold to and are in the hands of the wholesalers for distribution this week. The New York market on almonds has strengthened somewhat and seems to be heading towards recovery of declines registered during the past week or so. Shelled filberts, new crop, are now available and are being sold at 36 to 38 cents per pound. Some sources report a decline in peanuts, offering the Jumbo roasted at 20 cents per pound in sacks and 22 cents in less than sacks. Canadian butternuts are on the market and are being quoted at 8 cents per pound.

Almonds, Tarragonas, lb.	0 27	0 32
Butternuts, Canadian, lb.		0 08
Walnuts, California, lb.	0 40	0 42
Walnuts, Grenobles, lb.	0 33	0 35
Walnuts, Manchurian, lb.		
Filberts, lb.	0 23	0 25
Pecans, lb.		0 30
Cocanuts, Jamaica, sack	9 00	9 50
Peanuts, Jumbo, roasted	0 20	0 25
Brazil nuts, lb.	0 28	0 29
Shelled—		
Almonds, lb.	0 45	0 50
Filberts, lb.	0 38	0 45
Walnuts, lb.	0 73	0 77
Peanuts, Spanish, lb.	0 17	0 18
Do., Chinese, 30-32 to oz.	0 14	0 15
Brazil nuts, lb.		0 85

Bean Basis

Remains Steady

Toronto.
BEANS.—The outlook is without any particular feature this week. Indications are that the crop has been fairly good and prices accordingly will tend to remain at least at their present level and may possibly reach slightly lower figures. The demand is limited and there is really nothing of particular interest in this market.

Ontario, 1-lb. to 2-lb. pickers, bu.	6 00	6 75
Do., hand-picked		8 00
Can. White Kidney Beans, bush.	8 40	9 00
Japanese Kotonashi, per bush.		8 00
Rangoons, per bush.	6 00	6 50
Limas, per pound	0 17½	0 19

Some Price

Shading in Rice

Toronto.
RICES.—There seems to be a tendency on the part of some to shade the price on different grades of rices. This it is indicated is principally in jobbing lots and quotations to the regular trade show really very little change. Supplies in the hands of dealers generally are pretty good and there is no immediate prospect of any scarcity.

Texas, fancy, per 100 lbs.	12 50	13 00
Blue Rose Texas, per 100 lbs.	12 75	13 00
Honduras, fancy, per 100 lbs.	13 00	13 50
Siam, fancy, per 100 lbs.	10 50	11 50
Siam, second, per 100 lbs.	10 00	11 00
Japans, fancy, per 100 lbs.	11 00	12 00
Japans, second, per 100 lbs.	10 00	11 00
Chinese XX, per 100 lbs.	9 00	10 50
Do., Simiu		13 00
Do., Mujin, No. 1		12 00
Do., Pakling		11 50
Tapioca, per lb.	0 14½	0 15
White Sago	0 14½	0 16

Situation in Package

Goods Unchanged

Toronto.
PACKAGE GOODS.—As far as the cereals in packages are concerned there is really nothing new to report. Trade is only fair and retailers generally are just buying what they require. The market on all lines is holding up very firmly and there seems no immediate indication that lower levels will be reached.

PACKAGE GOODS		
Rolled Oats, 20s round, case		5 60
Do., Do., 20s square, case		5 60
Do., Do., 36s, case		4 00
Do., Do., 18s, case		2 00
Corn Flakes, 36s, case	4 00	4 25
Shredded Wheat, 36s, regular, case		4 50
Cooker Package Peas, dozen		1 50

Honey Firm, Fair

Movement; Maple Syrup

Toronto.
HONEY, MAPLE SYRUP.—The honey market rules without change during the week. Prices are firmly held as far as selling is concerned and the movement to the trade varies from small to very fair. Maple syrup is steady and there has been no particular feature developed which will prove of material interest to the trade. Quotations on both lines are given herewith.

Honey—		
Clover, 2½-lb. tins	0 29	0 30
5-lb. tins	0 28	0 31
10-lb. tins	0 28	0 30
60-lb. tins	0 27	0 28
Comb, No. 1, fancy, doz.	3 75	4 25
Do., No. 2, doz.		3 00
Maple Syrup—		
No. 1, 10-lb. tins, 6 to case		15 10
No. 2, 5-lb. tins, 12 to case		17 10
No. 3, 2½-lb. tins, 24 to case		18 50
No. 3, 32-oz. bottles, 24 to case		16 70
Gallon tins, Imperial, per gal.		2 25
5-gallon tins, Imperial, per tin		10 50
Barrels, 25 or 40 Imp. gals.		2 00

Stronger Feeling in

Apples; Oranges Good

Toronto.
FRUITS.—There is a stronger feeling in the local barrel apple market. The removal of restrictions on shipments to (Continued on page 40)

WEEKLY MARKET REPORTS BY WIRE

Statements From Buying Centres, East and West

New Brunswick Markets

FROM ST. JOHN, BY WIRE.

ST. John, N.B., Dec. 3.—February is earliest date promised for the delivery of raisins on this market. Since ban has been lifted there are hopes that other dried fruits may be available. Cheese is firmer, 29½ to 30 cents. Case eggs are slightly higher and are selling at 55 to 56 cents. Tub butter is also firmer, are selling at 45 to 45 cents. Since margarine advanced three cents, 33 to 35 cents. Salmon cohoes again higher, \$14.50 to \$15. Florida oranges continue to decline, selling now at \$7 to \$8. Bananas are higher, selling at \$9 to \$10.

ST. JOHN, N.B.:

Flour, No. 1 patents, bbls., Man.	12 65	
Cornmeal, gran., bags	7 00	
Cornmeal, ordinary, bags	3 65	3 75
Sugar—		
Standard, granulated	10 35	10 40
No. 1, yellow	9 85	9 90
Cheese, N.B., twins	0 29½	0 30
Eggs, fresh, doz.		0 60
Eggs, case	0 55	0 56
Breakfast bacon	0 38	0 40
Butter, creamery, per lb.	0 48	0 50
Butter, dairy, per lb.	0 45	0 48
Butter, tub	0 43	0 45
Margarine	0 33	0 35
Lard, pure, lb.	0 35	0 35½
Lard, compound	0 28	0 28½
American clear pork	55 00	62 00
Beef, corned, 1s		4 90
Tomatoes, 3s, standard, case		4 40
Raspberries, 2s, Ont., case		8 80
Peaches, 2s, standard case		6 00
Corn, 2s, standard case		4 90
Peas, standard case		3 30
Apples, gal., N.B., doz.		4 00
Strawberries, 2s, Ont., case		4 20
Salmon, Red, spring, cases		
Pinks	11 00	11 50
Cohoos	14 50	15 00
Chums		8 50
Evaporated apples, per lb.	0 16½	0 17
Peaches, per lb.	0 22	0 23
Potatoes—		
Natives, per bbl.	3 50	3 75
Onions, Can., 75-lb. bags	1 90	2 10
Lemons, Cal.		9 00
Oranges, Cal., case		
Oranges, Florida	7 00	8 00
Grapefruit, case	6 50	7 00
Bananas, per lb.	0 09	0 10
Apples, N.S.	2 00	5 00

Alberta Markets

FROM CALGARY, BY WIRE.

CALGARY, Alta., Dec. 3.—Rogers' syrup advanced 25 cents case on two's and 35 cents on other sizes. Cottam's and Brock's bird seed dropped from 18 to 15 cents pound, compound. Lard is down a half cent. Large cheese quoted at 28 cents to 29½ cents. Tomatoes two and half's are quoted some quarters at \$3.50. New laid eggs almost are impossible to

obtain, nominal quotation \$18, storage are \$16 to \$16.50. Rolled oats are \$4.50 and \$4.60, one mill having dropped 10 cents. Potatoes are quoted at \$33 a ton. Fruits are quoted as follows: Navel oranges \$9 to \$11; Floridas \$7.50. Lemons, \$9.75. Grapefruit \$7.50.

Beans, small white, per cwt.	10 50	12 00
Beans, small, ivory, lb.	0 07	0 08
Beans, Kootenashi		14 00
Flour, 98s, per bbl.		10 70
Rye flour, 49s, per bbl.		10 60
Cornmeal, 24s, per bbl.		11 00
Rolls oats, 80s	4 50	4 60
Rice, Siam, cwt.	9 25	10 00
Rice, China mat.	4 45	4 85
Tapioca, lb.		0 14
Sago, lb.		0 14
Sugar, pure cane, granulated, cwt.		11 02
Cheese, No. 1, Ontario, large	0 28	0 29½
Butter, creamery, lb.		0 49
Do., dairy, lb.	0 35	0 40
Lard, pure, 3s, per case		19 80
Eggs, new-laid, case		18 00
Eggs, No. 1 storage, case	16 00	16 50
Candied peel, lemon, lb.		0 34½
Do., orange, lb.		0 36½
Do., citron, lb.		0 39½
Tomatoes, 24s, stand. case, spot.	3 50	4 25
Corn, 2s, case	4 80	5 00
Peas, 2s, standard case		3 50
Apples, gals., Ontario, case	2 20	2 85
Strawberries, 2s, Ontario, case		8 50
Raspberries, 2s, Ontario, case	8 50	8 75
Cherries, 2s, red, pitted		6 40
Apples, evaporated, 50s, lb.		0 18
25s, lb.		0 18½
Apricots, evaporated, lb.	0 26	0 29
Peaches, evaporated, lb.	0 18	0 20
Peaches, 2s, Ontario, case		4 75
Salmon, pink, tall, case	9 00	10 25
Salmon, Sockeye, tall, case	16 50	16 75
Do., halves		18 50
Potatoes, per ton		33 00
Oranges, navels	9 00	11 00
Oranges, Florida		7 50
Lemons, case		9 75
Grapefruit		7 50

GENERAL MARKETS

(Continued from page 39)

Great Britain has brought this about, buyers from the Old Country already soliciting quotations. Prices on some lines locally have stiffened. Primary points show no change as far as grapefruit is concerned, though some slight readjustment locally has occurred. The quality of the Navels arriving is said to be excellent for this time of year, the fruit being sweet and juicy, and prices showing a decline for the week. Large sizes seem to predominate so far. A big crop of lemons is reported in California and a substantial decline in price has occurred. No word of any Messinas has been received and the high prices with scarcity of transportation is likely to preclude possibility of any early shipments. Cranberries are in light supply with a fairly strong market.

Apples—

11-qt. basket	0 30	0 50
Do., B.C. McIntosh Reds, box	3 15	3 25
Do., B.C. Jonathans, box	3 25	3 40
Do., Rome Beauty, box		3 25
Do., Delicious, box	3 85	4 00
Do., Ontario Kings, box		2 50
Do., Do., York Imperial, box		1 75
Do., Do., Blenheim, box		1 75
Do., in Barrels	No. 1	No. 2
Kings	6.00	5.50
	No. 1	No. 2
Greenings	6 00-5 50	3 25-4 25

Baldwins	6 00-5 50	3 25-4 25
Spys	7 00-6 50	4 00
Russets		5 50
Tolman Sweets	5 50	5 00
Bananas, per lb.		0 08
Cranberries, Early Black, bbls.		11 00
Do., Late Howes, bbl.		13 50
Grapes—		
Cal. Emperors, kegs		8 50
Do., Almeria	10 00	13 00
Grapefruit—		
Florida, 54s, 64s		4 50
216s, 250s		5 50
Do., 80s		4 75
Do., 96s		4 75
216s, 250s		5 50
Jamaica, all sizes		4 00
Oranges—		
Florida, 126s, 150s, 176s, 200s,		
Do., 288s, 324s		5 50
Florida, Pineapple Variety, all sizes		6 50
Florida Tangerines, all sizes,		
1½ box		4 50
California navels, 80s		5 50
Do., 96s, 100s		6 00
Do., 126s		6 50
Do., 150s		7 50
Do., 176s, 200s, 216s, 250s		8 00
Mexicans, all sizes		5 00
Lemons, Cal., case	5 00	6 00
Pears, Cal., box		5 00

Celery Stiffens; Cucumbers, Tomatoes Here

Toronto.

VEGETABLES.—A stiffer feeling is noted in local celery, an advance of 25c a case being reported. Supplies are very good. California market is very high and no effort to secure is yet being exerted. Cucumbers are again being offered, prices being quoted at \$3 to \$3.50 per dozen. Hothouse tomatoes are among the list this week, too, the price being 35c per pound. Potatoes are slightly easier at \$1.65 to \$1.75 for Ontario. A better movement of onions is reported with supplies very fair; prices are unchanged.

Cabbage, Can., crate		
Do., do., doz.		
Carrots, bag		1 00
Celery, crates		4 75
Cucumbers, doz.	3 00	3 50
Lettuce, head, case		3 00
Melons, Casaba, 6-8 to case, case		2 75
Onions, Can. Yellow, 100-lb. bag	2 25	2 40
Parasnips, bag		1 25
Potatoes, sweet kiln dried, hamper	3 00	3 10
Potatoes, Ontario, bag	1 65	1 75
Tomatoes, Hothouse, lb.		0 35
Turnips, bag		0 75

Flour Outlook

Remains Unchanged

Toronto.

FLOUR.—There has been no material change in the situation as far as flour is concerned. The demand is only fair and supplies ample to meet requirements of the trade.


FLOUR

Government Standard, 74% Extraction:
Manitoba Wheat Flour, in carload shipments, on track, bbl. \$11 25

Lift Restrictions on Export Mill Feeds

Toronto.

MILL FEEDS.—The restrictions on the export of mill feeds has been lifted
(Continued on page 42)



PRODUCE AND PROVISIONS

Two Department Store Builds Business

Toronto Merchant Finds That the Combination of the Meat and Grocery Department is One of the Most Effective Means of Drawing Trade

THERE are a great many merchants who are favoring the development of a meat department as the logical addition of the grocery business. They believe that the store that meets the entire needs of the home as far as food products are concerned must of necessity be assured of a large measure of success. There are butchers who reach the same conclusion from the angle of their business, and add by degrees a grocery department to take care more and more of the requirements of their trade.

Departments Mutual Assistance

Among the stores that have developed in this latter way might be noted that of J. W. Hanscomb of Dundas Street West. Mr. Hanscomb started in business at this corner two years ago taking over a going butcher business. He admits frankly that the early months were very hard sledding

indeed, and it was just a question whether or not he would pull through. Then by degrees he began adding grocery lines, first one item and then another, till he had devoted half the store to a display of these goods. Whether there was any connection between this fact, and the fact that business began to steadily improve it is hard to state, but doubtless there was some connection. Mr. Hanscomb was able to remember instances where customers had come to the store to get perhaps a loaf of bread, that showed him practically no profit, odds and ends often of things needed at the very last moment, but by degrees he noted that these people began buying other lines, began dealing in the meat department, and finally became steady customers of the store. In the same way, people that he had known for many months as customers of the meat department only, began to purchase things

in the grocery end, until they to were doing most of their dealing with that department also. In fact his experience has proved to him that there is a natural connection between these two departments that the merchant can disregard only to his loss. That is not saying that he cannot build up a substantial business in either business separately, but merely that a portion of the business that would naturally come to him even in his specialized line will be liable to trickle away. The customer visiting her butcher will naturally at times purchase her butter and eggs and her coked and smoked meats there. That is so much less to the grocery business. With the combination there is the maximum amount of pulling power vested in the store.

Give Each Equal Importance

Mr. Hanscomb has cut his store prac-



An effect in combination of Grocery and Meat Departments in a Toronto store

tically in two in his apportioning of the departments. The large refrigerator occupies the rear of the store, and save for this the store is equally divided, the grocery department on the right, and the meat department on the left. Each department too gets a share of the window display. There are two good display windows in the store, and one is apportioned to each department. The result of this policy and to the happy combination of the two departments is that Mr. Hanscomb, without any previous experience in the business in which he is now engaged has doubled the turnover of the store in two years. That is a record of which no one need be ashamed.

Personal Effort Helps Sales

Mr. Hanscomb puts a good deal of personal effort and thought into the success of the store. For instance, in the hot weather of last year, he found that his customers were constantly asking him if he had not something new to offer that was easily prepared. As a result he began preparing his own pressed beef and veal. In the two weeks in which this idea was first used he sold 131 pounds of these products, netting a satisfactory profit for his pains, pleasing his customers and establishing a product that is unique with his store, and which even in the cold weather is in great demand.

Mr. Hanscomb does not question for a moment that the combination of the grocery and butchering business is the logical combination and that is the greatest argument for building business. It is his expectation, to perfect these departments as far as possible, and to lay more stress in the future on the grocery end of his business.

GENERAL MARKETS

(Continued from page 40)

and this may mean that overseas trade will be encouraged. It is indicated that there is no big surplus over domestic requirements available, but the probability of a premium being paid on export business may influence shipments to overseas customers. Trade locally is just a little easier than it was.

MILL FEEDS—

	In carlots, track
Bran, per ton	\$37 00
Shorts, per ton	42 00

Cereals Hold Firm, Unchanged

Toronto.

CEREALS.—The market has held firm and unchanged. The grain markets generally are strong, but with the demand along rather quiet lines just now there may be a tendency to keep cereals at their present levels. No new developments is the situation on substitute flours is yet reported.

MANITOBA MARKETS

WINNIPEG, Dec. 4.—All markets exhibited a steadiness throughout the week, and any advances made on commodities were small. The fruit trade is active and a big demand is expected soon on account of Christmas being near at hand.

The influenza epidemic has hampered the grocery trade considerably, there being so many storekeepers suffering from the epidemic, which has caused the demand to be hurt considerably.

Syrup Market Shows Very Little Activity

Winnipeg.

MOLASSES AND SYRUPS.—There was very little activity shown on the syrup market. The trade is along normal lines and prices were unchanged and any change will depend on the condition of the market alone.

The demand for corn syrup was fair and prices will be affected by prices on corn in the United States. While prices remain at the high point they are at present, no decline is to be expected.

Tea Market Reported Generally Firm

Winnipeg.

TEAS.—The market was generally firm and stocks of some qualities are scarce. Prices throughout the week have held firm and there is no indication of a decline in values for some time to come.

The expected demand from Europe for quantities should give a firm undertone to the market.

Coffee Market Holds Steady

Winnipeg.

COFFEE.—The market continued to show a very firm undertone during the week and the higher levels attained last week have been maintained.

Supplies of Rice To Meet Demand

Winnipeg.

RICE.—No new developments were reported in the rice market during the week. Supplies are sufficient to meet the demand.

Extra fancy, Japan, 100-lb. bags.....	0 10½
Fancy Japan, 100-lb. bags	0 09½
Choice Japan, 100-lb. bags	0 08½
Siam, 100-lb. bags.....	0 09½
Tapiocha, lb.	0 13½
Sapo, lb.	0 11

Bean Market Shows Very Little Change

Winnipeg.

BEANS.—No change was reported in the bean market this week. Supplies are ample and the demand is only fair.

Fruit Trade Show; Expect Big Demand

Winnipeg.

FRUITS.—Trade in fruits was very slow with prices the same. Wholesalers

are now preparing for the big demand around Christmas and reports are that they have good stocks of all lines. An easier feeling has developed on acid fruits. Now that the influenza epidemic is on the decline, the demand is not so large and supplies are freer.

Flour Trade Normal; No Price Change

Winnipeg.

FLOUR.—The flour trade was just about normal. There is no stocking up being done now and the trade is running along its usual lines. Prices are the same and millers report that they do not expect any for some time.

ARRANGE FOR EXPORT OF CANADIAN APPLES

C. W. Baxter, the newly-appointed Canadian Food Commissioner, reports, regarding the arrangements made for exporting of apples as follows:

"We are advised by the British Ministry of Food (Canada) and the British Ministry of Shipping (Canada) that arrangements have been completed for the export of apples from Canada to the United Kingdom. All applications for space must be made to the British Ministry of Food (Canada), 137 McGill Street, Montreal, on forms to be supplied by them. Space will be allotted in the order in which applications are received, and such allotments will depend upon the space available. Consignor will be advised by the British Ministry of Shipping as to space allotment, ocean port and date of sailing.

The British Ministry of Shipping will provide ordinary stowage space on condition that the inland and ocean charges be prepaid. There will be no guarantee as to port of discharge. Consignees will be required to accept delivery at port of discharge. Ocean bills of lading to read: 'To port of discharge only,' and traffic to be consigned in care of the British Ministry of Shipping on straight bill of lading.

"Arrangements have been made and permits issued for the accommodation of 20,000 barrels of apples on boats which sailed November 29 and 30, and on those sailing December 3."

Produce, Provision and Fish Markets

THE MARKETS AT A GLANCE

LIVE hogs are again on the upward move this week, prices showing an advance of 25c per 100 pounds. The run is only fair, and indications are that this may not show much improvement for some time to come.

There has been little change in dressed meats. Trimmed backs are down 2c per pound, and lower prices on mess pork and short cut backs are in evidence. Fat backs have come down 2c per pound, whereas other lines have held steady and unchanged.

Lower prices have been named this week on most lines of poultry. Live roosters, fowl and spring chickens are down from 1c to 2c per pound, whereas prices on geese, ducks and turkeys show little change. Supplies reaching the local market have been very good, and the grade of stock coming is much improved.

A better supply of eggs is reported as coming to hand. The demand for all grades is good, the new laid showing no change in price, while storage No. 1 are up 1c per dozen.

The situation in butter is without change. Sales are maintained at a very satisfactory point, and supplies of fresh-made creamery are coming along sufficiently well, with stocks of storage creamery, to meet all requirements.

Sales of fish have been good. With the exception of cod, practically all fresh-caught sea fish now coming is frozen. The same is true of lake fish, herring being only line remaining that is not frozen. Steak cod has stiffened in price, and an advance has been named in oysters.

Abattoir Hogs \$18.50; Big Export Sales

Montreal.

PROVISIONS.—The heavy sales of abattoir hogs to packers has resulted in a maintenance of the market and an advance of 25c in some cases has been paid, the price being \$18.50 at highest point. Export demand is responsible for this, the sales to the local trade of abattoir stock being interfered with because of the farmer dressed competition. The provision market is steady but somewhat quieter, supplies being maintained and the sales of this line confined within a smaller volume than in the early fall. There have not been any changes.

Hogs, Dressed—		
Abattoir killed, small	25 00	25 50
Do., heavy, 225-275 lbs.....		24 50
Hogs, live	18 25	18 50
Hams—		
Medium, smoked, per lb.—		
(Weights) 16-25 lbs.....	0 35	0 36
Large, per lb. (wgh.) 25-35 lbs.	0 32	0 33
Backs—		
Plain	0 43	0 44
Boneless, per lb.	0 46	0 47
Bacon—		
Breakfast, per lb.	0 43½	0 44
Roll, per lb.	0 33½	0 34½
Dry Salt Meats—		
Long clear bacon, ton lots....	0 29	0 29½
Long clear bacon, small lots..	0 29½	0 30
Fat backs, lb.	0 29½	0 30
Cooked Meats—		
Hams, boiled, per lb	0 53	0 54
Hams, roast, per lb.		0 54
Shoulders, boiled, per lb.		0 46
Shoulders, roast, per lb.		0 48
Barrel Pork—		
Canadian short cut (bbl.) ..	\$56 00	
Clear fat backs (bbl.)	68 00	
Short cut clear pork (bbl.)..	56 00	
Heavy mess pork (bbl.)	53 00	
Bean pork (bbl.)	52 00	

Lard Market Easier, May Go Lower

Montreal.

LARD.—The undertone is weaker and there may be a lower range of prices in the very near future. Already there are indications of a lowering market, one jobber offering bricks at 33½c per pound. There is a good demand and supplies are

LESSENING OF RESTRICTION ON USE OF FATS

The announcement made this week that the users of fats can again use vegetable fats in the making of fried cakes, crullers, etc., will be a welcome one. Heretofore the restrictions were very stringent and nothing fried in fats could be offered in restaurants, hotels and the like. The new regulations permit of the employment of vegetable fats only, the animal fats still being under regulation.

fully maintained to take care of the trade promptly.

Lard, pure—		
Tierces, 400 lbs., per lb.	0 32	
Tubs, 50 lbs.	0 32½	
Pails, 20 lbs., per lb.	0 32½	
Bricks, 1 lb., per lb.	0 33½	0 34

Shortening Firmer But Price Holds

Montreal.

SHORTENING.—While a firmer feeling developed in the shortening market there is still a held basis for the line, without quotable changes. There is a fair amount of business for the present

time and the trade is fairly promptly with its needs.

Shortening—		
Tierces, 400 lbs., per lb.	0 26½	0 26¾
Tubs, 50 lbs.	0 27	0 27½
Pails, 20 lbs., per lb.	0 27½	0 27½
Bricks, 1 lb., per lb.	0 28½	0 28¾

Margarine Big Seller On Steady Basis

Montreal.

MARGARINE.—The colder weather has had a helpful effect on the sale of margarine and the undertone is steady but unchanged. Better grades have been firmer of late and the receipt of supplies from the States of good stock have been reported.

Margarine—

Prints, according to		
quality, lb.	0 34	0 35
Tubs, according to		
quality, lb.		0 30

Butter Goes Up, A Big Demand

Montreal.

BUTTER.—A record price of 53c per pound for creamery butter was paid this week at the resumed sale of the Quebec Co-operative Society on Friday last. Sales were also made at 52c. Even at these very high rates the demand has been good and in some instances it was keen. The range is wider this week among the produce trade although some are still supplying best grade creamery at 51c in prints. The larger consumption has, been well taken care of this year, even though there were nearly 120,000 packages more received since May 1 than were received last year.

Butter—

Creamery prints (storage)	0 51	0 53
Creamery solids (storage)	0 50	0 52
Dairy prints, choice	0 44	0 45
Dairy, in tubs, choice	0 42	0 43

Old Cheese 29c In Full Size

Montreal.

CHEESE.—A price of 29c per pound is being quoted in some quarters on full size old cheese, but in cut lots the price is still 30c. There is a very good demand and with the season demanding a heavier line of foodstuffs, cheese is figuring well in the purchase of the average consumer. Receipts were smaller this year by more than 107,000 packages, and it is expected that few, if any of the country factories will be making much longer, the majority already having closed for the season.

Cheese—

Large, per lb.	\$0 28
Twins, per lb.	0 28¼
Triplets, per lb.	0 27½
Stilton, per lb.	0 30
Fancy, old cheese, per lb.	0 29

New Laid Eggs 75c Big Consumption

Montreal.

EGGS.—The market has firmed for new laid eggs and as much as 75c per dozen is now being asked. This is even likely to be a low quotation in the near future, for

the production is far short of the demand from select trade who can afford to pay the price. The use of storage stock is very great too, and it is suggested that the present rate of consumption will soon make a scarcity of best grades. The market all through holds very firm.

New-laid	0 70	0 75
Selects	0 53	0 54
No. 1	0 49	0 50
No. 2		0 47

Young Turkeys 42c; More Poultry in

Montreal.
POULTRY.—The only advance of prices this week is that for young turkeys which are quoted up 2c per pound to 42c. This is for best stock. The receipt of poultry last week was better and still this is not too marked. The demand from the consumer is better and this takes a fair amount of all that comes to hand. The outlook is for a maintenance of prices and for a big holiday trade.

Chickens, roast (3-5 lbs.)	Dressed	\$0 38
Chickens, roast (milk fed)		0 43
Broilers (3-4 lb. pr.)		0 40
DUCKS—		
Brome Lake		0 47
Young Domestic		0 38
Turkeys (old toms), lb.		0 40
Turkeys (young)		0 42
Geese		0 30
Old fowls		0 36

Lobsters Lower; Haddock, Mackerel Up

Montreal.
FISH.—The advances of the week apply to haddock, mackerel, frozen steak cod, fresh haddock, and eels. There have also been easing tendencies on lobsters and shell oysters. Plenty of orders have been standing for frozen fish and now that cold weather has arrived there will be a bigger demand and a greater use of these lines. Big sales are anticipated.

Supplies of fish are very good and the price ranges are about the same as those of last year with the exception of halibut and salmon, these ruling higher. Codfish and herring seem likely to advance, if the present demand holds. Owing to a large shell oyster trade, the prices on these may be firmed again, supplies now being shorter.

SMOKED FISH		
Haddies (fresh cured)	0 16	0 17
Haddies, fillet	0 19	0 20
Smoked herrings (med.) per box	0 25	0 26
Smoked cod		0 16
Bloaters, per box 60/100	2 00	2 25
Kippers, per box 40/50	2 50	3 25

SALTED AND PICKLED FISH		
Haddock (per bbl.), 200 lbs.	16 00	
Herring (Labrador), per bbl.	14 50	15 00
Herring (Labrador), ½ bbls.	7 50	7 75
Herrings, No. 1 lake (100-lb. keg)		6 00
Salmon (Labrador) per bbl.	27 00	28 00
Do., tierces		38 00
Salmon (B.C. Red)		26 00
Sea Trout, red and pale, per bbl.	20 00	25 00
Sea Trout (½ bbls.)	10 50	13 00
Green Cod, No. 1, per bbl. (med.)		21 00
Green Cod (large bbl.)		22 00
Mackerel, No. 1, per bbl.		32 00
Mackerel (½ bbl.)		16 50
Codfish (skinless), 100-lb. box		16 00
Codfish, 2-lb. blocks (24-lb. case)		2 20
Codfish (skinless), blks. "Ivory"		
Brand, lb.		0 18
Codfish, boneless, lb. (according to package)	0 16	0 20
Codfish, shredded, 12-lb. box		2 20
Eels, salted	0 16	0 17
Pickled turbot, new, bbls.	17 50	18 00
Do., half barrels	7 50	8 50
Cod, boneless (20-lb. boxes), as to grade	0 20	0 23
Cod, strip (30-lb. boxes)		0 22

Cod, dry (bundles)	16 00	
SHRIMPS, LOBSTERS, OYSTERS		
Lobsters, medium and large, lb.	0 50	
Prawns, lb.	0 32	
Shrimps, lb.	0 30	
Scallops, per gallon	4 00	
Oysters—		
Mapleque shell (bbl.) (choice)	15 00	
Maipaque, ordinary (11)	12 00	
Bontouche, best	12 00	
Ordinary, No. 1, gal.	2 50	
Cape Cod shell oysters, bbl.	14 00	15 00
5 gal. (wine) cans	12 00	
1 gal. (wine) cans	2 50	
½ gal. (wine) cans	7 25	
Oyster pails (pints), 100	1 50	
Oyster pails (quarts), 100	2 10	
Clams, med., bbl.	10 00	

FRESH FROZEN SEA FISH		
Herring, large sea, lb.	0 09	0 10
Herring, frozen, lake, lb.	0 07	0 08
Halibut	0 23	0 24
Halibut (medium)		0 24
Haddock	0 08½	0 09
Mackerel	0 16	0 17
Cod—Toms, bbl.		5 00
Cod Steak, fancy, lb.	0 11½	0 12
Salmon, red	0 22	0 23
Salmon, pale	0 15	0 16
Salmon, Gaspe	0 25	0 26
Swordfish	0 21	0 22

FRESH FROZEN LAKE FISH		
Pike, lb.	0 11½	0 12
Perch	0 12½	0 13
Whitefish, lb.	0 15½	0 16
Whitefish (small)	0 11½	0 12½
Lake trout	0 19	0 20
Eels, lb.		0 16
Doree	0 15½	0 16

FRESH FISH		
Haddock	0 10	0 12
Steak cod	0 11½	0 12
Market cod	0 07	0 08
Carp	0 09	0 10
Dore	0 19	0 20
Lake trout	0 19	0 20
Pike	0 12	0 13
B. C. Salmon	0 25	0 26
Salmon (Gaspe)	0 27	0 28
Gaspereaux, lb.		0 06
Western Halibut	0 25	0 26
Eastern Halibut (chicken)		0 23
Eastern Halibut (med.)		0 26
Flounders	0 09	0 10
Perch		0 10
Bullheads		0 15
Whitefish	0 19	0 20
Whitefish (small)	0 09½	0 12
Mackerel, lb.	0 17	0 18
Mackerel, lb.	0 15	0 16
Smelts, No. 1	0 17	0 18
Smelts, No. 2	0 11	0 12
Smelts, No. 2	0 12	0 13
Shad	0 15	0 16
Swordfish		0 25

Live Hogs Up 25c; Meats Firm

Toronto.
PROVISIONS.—An advance of 25c is reported in the market on live hogs during the week, bringing the price up to \$18.50 per cwt., fed and watered basis. The run is fair but it is a little hard to determine just what may develop. It is expected, however, that a steady market will continue to manifest itself for some time to come.

There has been little change in dressed meats during the week, though barrel pork shows a slight recession from last week's levels. Fat backs are also down to a 30c per pound basis. The demand for all lines has kept up well and it is indicated that movement to lumber camps has been heavy.

Hams—		
Medium		0 40
Large, per lb.	0 34	0 35
Backs—		
Plain	0 46	0 48
Trimmed, with rib in		0 47
Boneless, per lb.	0 51	0 52
Bacon—		
Breakfast, per lb.	0 38	0 43
Roll, per lb.		0 32
Wiltshire (smoked sides), lb.	0 36½	0 37½
Dry Salt Meats—		
Long, clear bacon, av. 50-70, lb.	0 30	0 31
Do., aver. 70-100, lb.		0 29
Fat backs		0 30

Cooked Meats—		
Hams, boiled, per lb.	0 53	0 55
Hams, roast, without dressing, per lb.	0 53	0 55
Shoulders, roast, without dressing, per lb.	0 50	0 52
Barrel Pork—		
Mess pork, 200 lbs.		47 00
Short cut backs, bbl., 100 lbs.		56 00
Pickled rolls, bbl., 200 lbs.	55 00	58 00
Hogs—		
Dressed, 70-100 lbs., weight		27 50
Live, off cars		18 75
Live, fed and watered		18 50
Live, f.o.b.		17 50

Lard Basis Maintained; Fair Sales

Toronto.
LARD.—The lard basis has been pretty well maintained and quotations generally range around 30 to 30½c per pound. Some big business has been handled during the past few days and inquiries coming to hand would indicate there is more to be secured. The period which generally shows fairly heavy production with curtailed demand is approaching and this may mean lower prices. At the present time, however, the market seems quite firm at prices being quoted.

Lard, pure, tierces, 400 lbs., \$0 30 \$0 30½
In 60-lb. tubs, ¼-½c higher than tierces, pails ½-¾c higher than tierces, and 1-lb. prints, 1½-1¾c higher than tierces.

Firm Position of Shortening Holds

Toronto.
SHORTENING.—The situation is without material change. The market is firm and indications are now that ample supplies of oil will be coming along. This is, of course, an uncertain element to some extent owing to lack of definite knowledge as to just what overseas business may be taken care of, but as far as can be seen Canada will get necessary supplies. Price is firm at figure herewith.

Shortening, tierces, 400 lbs., lb., \$0 26
In 60-lb. tubs, ¼-½c per lb. higher than tierces; pails, ¾-¾c higher than tierces, and 1-lb. prints, 1½-1¾c higher than tierces.

Market on Margarine Dull

Toronto.
MARGARINE.—Trade during the week has been only fair. As a matter of fact some dealers report the trade as very dull. It is quite possible the continued mild weather has had some influence in this connection and when real winter weather arrives an improvement in the demand may possibly manifest itself.

Margarine—		
1-lb. prints, No. 1	\$0 33	\$0 35
Do., No. 2	0 31	0 33
Do., No. 3	0 27	0 28
Solids, 1c per lb. less than prints.		

Good Demand Shown on Butter

Toronto.
BUTTER.—There has been no change in the situation during the week. Supplies are going forward quite freely and there is ample butter available for all requirements. Prices during the week show no change at levels given herewith.

Butter—		
Creamery prints (storage)	0 52	0 53
Creamery solids (storage)		0 52

Creamery prints (fresh made).....	0 56	0 57
Creamery solids (fresh made).....	0 56	
Dairy prints, fresh separator, lb.....	0 50	0 51
Dairy prints, No. 1, lb.....	0 48	

Better Supplies

Eggs Arriving

Toronto.

EGGS.—Dealers report eggs in better supply. Shipments from the country have been coming along in increased quantities, but this has not yet had any influence on the price. New laids in cartons are still quoted at 75 cents per dozen, whereas storage No. 1 eggs have advanced to 54 cents per dozen. There is a good demand for all grades.

Eggs—

New-laid, in cartons, doz.....	\$0 75	
Do., extras.....	0 65	
Storage, No. 1, doz.....	0 54	
Splits and No. 2, doz.....	0 45	0 47

Some High

Prices on Cheese

Toronto.

CHEESE.—The situation in cheese is without any material change. Prices are steadily maintained and the supply is ample to take care of the demand which dealers report as keeping up fairly well. Some quarters report a price on large cheese of 29 cents per pound and on twins of 29½ cents per pound. Quotations generally available are as follows:

Cheese—

New, large.....	0 27½	0 28
Stilton (new).....	0 30	0 31½
Twins, ¼c lb. higher than large cheese. Trip.		
1½c lb. higher than large cheese.		

Lower Poultry

Prices Reported

Toronto.

POULTRY.—Lower prices are again the order of the day on practically all lines of poultry. Buying prices for live ducks and geese show a slight stiffening in price, whereas spring chickens and fowl are down from 1 to 2 cents per pound. There has been little change made in the dressed prices. Supplies coming to hand are quite liberal and the quality offering much improved. Ruling quotations this week are as follows:

Prices paid by commission men at Toronto:			
	Live	Dressed	
Ducks, lb.....	\$.....\$0 23	\$.....\$0 28	
Geese, lb.....	0 18	0 23	
Turkeys, old, lb.....	0 26	0 32	
Do., young, lb.....	0 30	0 37	
Roosters, lb.....	0 19	0 22	
Fowl, 4 to 5 lbs., lb.....	0 19	0 24	
Fowl, over 5 lbs., lb.....	0 25-0 26	0 28-0 30	
Fowl, under 4 lbs., lb.....	0 17	0 22	
Chickens, under 5 lbs., lb.....	0 22	0 28	
Chickens, over 5 lbs., lb.....	0 25	0 32	
Prices quoted to retail trade:			
		Dressed	
Hens, light.....	\$0 28	\$0 30	
Do., heavy.....	0 33	0 35	
Chickens, spring.....	0 33	0 35	
Ducks.....	0 30	0 32	
Turkeys.....	0 36	0 40	
Geese.....	0 26	0 28	

Mostly Frozen Fish

Coming; Oysters Up

Toronto.

FISH.—Supplies of fresh caught lake fish and fresh caught sea fish are materially curtailed, that is, the bulk of supplies reaching the market to-day are frozen stock, and this is a condition which is expected to prevail for some

little time to come. The market as a whole shows little variation, although an advance in price of oysters has been recorded. It is indicated that prices at the coast have gone to higher levels owing to the increased cost of cans, boxes, ice, coal, power, etc., as well as a further straight increase to the openers of 10c per gallon. New lists of quotations are shown below.

FRESH SEA FISH			
Cod Steak, lb.....	0 12	0 13	
Do., market, lb.....	0 09	0 10	
FRESH LAKE FISH			
Herring, dressed, lb.....	0 06½	0 07	
SMOKED FISH			
Bloaters, 50 Count, box.....	2 25		
Ciscoes, lb.....	0 17		
Haddies, chicken.....	0 12		
Do., filets, lb.....	0 17	0 18	
Do., Finnan, lb.....	0 15		
Herring, Kippered, box.....	1 75	2 75	
Shrimps, can.....	1 75		
FRESH FROZEN SEA FISH			
Cod Steak, lb.....	0 09½	0 10	
Do., market, lb.....	0 08½	0 09	
Flat Fish, B.C. lb.....	0 10	0 11	
Haddock, headless, lb.....	0 10	0 10½	
Do., heads on, lb.....	0 09	0 09½	
Do., small, lb.....	0 08	0 08½	
Halibut, medium, lb.....	0 22	0 23	
Do., chicken, lb.....	0 21½	0 22	
Do., large, lb.....	0 21½	0 22	
Herring, lb.....	0 08	0 08½	
Mackerel, lb.....	0 14	0 16	
Halibut, lb.....	0 22	0 23	
Salmon, Cohoe, lb.....	0 20	0 21	
Do., Qualla, lb.....	0 14	0 15	
Do., Red Spring, lb.....	0 24	0 25	
Do., Gaspe, lb.....	0 24	0 25	
Smelts, lb.....	0 18	0 18½	
Tomcods, lb.....	0 05	0 05½	
FROZEN LAKE FISH			
Mullets, lb.....	0 06	0 06½	
Pickrel, lb.....	0 15	0 15½	
Pike, round, lb.....	0 09	0 09½	
Trout, lb.....	0 18	0 18½	
Tulibeas, lb.....	0 09	0 09½	
Whitefish, lb.....	0 15	0 15½	
DRY AND PICKLED FISH			
Cod, Acadia Strip, box.....	\$6 50		
Do., Acadia Tablets, 1 lb., 20 to case.....	3 90	4 00	
Do., Acadia Tablets, 2 lb., 12 to crate.....	5 25		
Do., Halifax Shredded, box.....	2 40		
Herring, Labrador, bbl.....	14 00		
Do., Do., keg.....	7 00		
Do., Do., No. 4 size.....	5 60		
Do., Do., No. 2 size.....	2 90		
Imperial, 25 lbs., loose, lb.....	0 13		
Mackerel, salt, 20-lb. kit.....	4 50		
Quail on Toast, 24 1-lb. tablets, lb.....	0 15	0 17	
Shrimps, headless, No. 1 size, tin.....	1 50	1 75	
Do., No. 3 size, tin.....	4 20		
Skinless Fish, 50s & 100s, lb.....	0 15	0 16	
Sea Trout, keg.....	12 00		
OYSTERS, No. 3 size package.....	9 50		
Do., No. 5 size package.....	15 50		
Do., per gallon.....	3 25		
Shell Oysters, Malbecques, bbl.....	12 00		

Expect Advances in Pork Products

Winnipeg.

PROVISION.—The big demand for pork products expected from European countries will, according to provision merchants, advance prices and lower markets are not looked for.

Trade was fairly good during the week. The hog market exhibited considerable steadiness with prices ruling for selects at \$17.75. There was a fair run of live hogs during the week and abattoirs were able to get all supplies required.

The demand for all meats was good with prices ruling firm on all lines.

Predict Big Advance in Price of Lard

Winnipeg.

LARD.—The lard market was steady all week and it is expected that prices will

advance in a short time. Europe has always been the best buyer of Canada's lard and with shipping now open it is expected that a big demand will come from those countries which will cause a considerable strengthening of prices.

Fresh Eggs Almost Off the Market Now

Winnipeg.

EGGS.—Fresh eggs are practically off the market and the market and storage stocks are being drawn on very heavily by the local jobbers and also for shipments east. Past week's shipments included 900 cases of storage firsts for Toronto, 309 cases of storage seconds for Quebec and 150 cases of fresh firsts for Quebec. This latter is probably the first shipment of fresh eggs to Quebec City from the province. Storage firsts are quoted at 51c to 52c per dozen.

The local market was active with fresh receipts small, the chief trading being done in storage. The movement out of storage is active.

Specials are quoted at 65 cents. Extras from 54 to 55 cents; No. 1, 54 to 55 cents and No. 2's, at 51 cents per dozen.

Fish Trade Steady; Prices Unchanged

Winnipeg.

FISH.—Trade was fair during the week and dealers are well stocked up in all lines. Prices showed no change during the week.

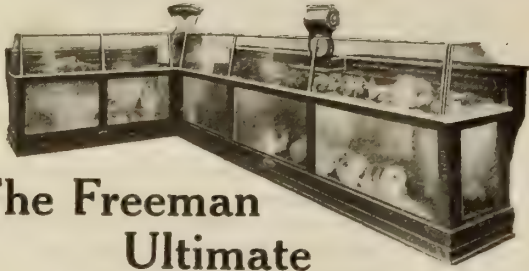
LAKE FISH			
Whitefish (cleaned), lb.....	0 13		
Whitefish (frozen), lb.....	0 12½		
Pickrel, lb.....	0 12		
Pickrel Fillet, lb.....	0 32		
Frozen Trout, lb.....	0 19		
Round Jackfish, lb.....	0 07½		
Dressed Jackfish, lb.....	0 08		
Frozen Goldeye, lb.....	0 07½		
Speckled Trout, lb.....	0 35		
SEAFISH			
Frozen Halibut, lb.....	0 22		
Fresh Halibut, lb.....	0 24		
Fresh Salmon, lb.....	0 25		
Frozen Mackerel, lb.....	0 17		
Red Carp, lb.....	0 09		
Sable Fish, lb.....	0 12		
Haddock, lb.....	0 10		
Soles, lb.....	0 08		
Plaice, lb.....	0 08		
Skate, lb.....	0 08		
Smelt, lb.....	0 18		
White Salmon, lb.....	0 16½		
SMOKED FISH			
Finnan Haddie (30-lb. boxes), lb.....	0 16		
Finnan Haddie (15-lb. boxes), lb.....	0 16½		
Smoked Goldeye, lb.....	0 17		
Smoked Codfish, lb.....	0 20		
Smoked Fillet (15-lb. boxes), lb.....	0 20		
Bloaters (25-lb. boxes), case.....	2 75		

SUGAR BEET PRODUCERS GET 2½ MILLION MORE THAN LAST YEAR

The beet sugar producers of California do not expect to make the same net profit on their operations as they did last year, although the Food Administration has fixed a price of \$1.55 a hundred higher than last season, namely, 9c. The higher prices paid for beets, labor and material, is said to more than offset the advance in the gross price.

Using last year's crop as a basis the American Beet Sugar Corporation would receive two million, five hundred thousand dollars more for this season's crop than they did under last year's figures for that crop.

YOUR ULTIMATE CHOICE If You Intend To Modernize Your Store



The Freeman Ultimate Refrigerator Counter

Cleanest and most efficient type of showcase counter for the grocer who carries a line of cooked meats and delicatessens.

Specifications—Furnished in "L" shape as shown, or in separate, straight sections. Has flush tupe doors in rear fitted with all bronze, nickel-plated hardware. Floor finished with white, hard surface tile, with neat border, and centre design in colors. One bevel plate and two double diamond glass, bedded, in each display panel. All front exposed woodwork quarter sawed oak, finished as required.

FREEMAN EQUIPMENT

is built on the same scientific principles as are their Famous Dry Air Circulation System Refrigerators.

Write for free descriptive list of our complete and interesting line.

The W. A. Freeman Co., Limited
HAMILTON, CANADA

Toronto Branch:
114 York St.

Montreal

Winnipeg Branch:
208 McDermitt

HAMS

Hams are selling to-day at less than breakfast bacon.

Everybody appears to want back bacon and breakfast bacon but why not buy hams and reduce the cost of living?

We have hams fresh, pickled, smoked and cooked. We are also making up a boned ham suitable for slicing on the counter or in the slicing machine.

Try them

F. W. Fearman Co.,
LIMITED
Hamilton, Canada



Jersey Farm Sausage

Dealers who aim to always push the sales of quality goods should feature this high quality sausage. It will please particular customers.

Maciver Bros. Co., Keating St., Toronto

When Writing to Advertisers Kindly Mention this Paper.

If any advertisement interests you, tear it out now and place with letters to be answered.

Your customers will appreciate a sensible and delicious meat substitute like



“INDIAN CHIEF” BRAND CLAMS

The efforts of the Food Control Board to conserve Canada's meat supplies is resulting in an increasing call for good, wholesome sea foods.

Every Grocer should cater to this new demand by showing fish foods of unimpeachable goodness.

Indian Chief Brand Clams are just such a line. Their good quality is beyond question. Put up the very same day they are taken from the clam beds and sealed without solder or acid, Indian Chief Brand Clams reach the customer's table as sweet and as fresh as the day they were caught.

Make Indian Chief Brand Clams your big fish seller. It will appeal to the restaurant trade as well as to the housewife.

And the profits are sizeable.

Shaw and Ellis, Pocologan, ^{Charlotte}Co. N. B.

RELEG

Pronounce “REAL EGG”

The name tells you what “RELEG” is. As a substitute for expensive eggs for the housewife's baking there is nothing at all to excel it.



Four
different-
sized
packages.
And it is
always so
dependable.

RELEG COMPANY, REG'D
34 King Street, Quebec, Canada

AGENTS: Loggie Sons & Co., Toronto—Angevine & McLaughlin,
St. John, N.B.—W. H. Escott Co., Ltd., Winnipeg, Canada.

CENTURY SALT

---a salt that's
easy to sell

—a salt that's purified and
refined to the very last de-
gree—a salt with the clean,
sparkling purity so much
desired by every good house-
wife—a salt that makes sat-
isfied cus-
tomers.

Be sure
your stock
is well dis-
played.

THE DOMINION SALT CO LIMITED
SARNIA. ONT.

FISH

—the most
wholesome food



Why not supply your customers with the high quality Brunswick Brand Sea Foods?

They are the select of the fisherman's catches and are prepared in the most modern factories on the Atlantic coast.

It pays to be a Brunswick Brand dealer. Here are our leaders:

- ¼ Oil Sardines
- ¼ Mustard Sardines
- Finnan Haddies
(Round Tins)
- Kipperd Herring
- Herring in Tomato Sauce
- Clams

Connors Brothers

LIMITED

BLACK'S HARBOR, N.B.

Canada Food Board License No. 1-603

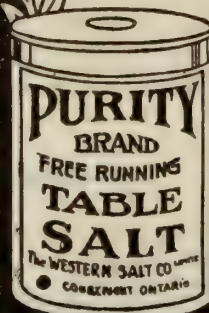
Purity

TABLE SALT



In sanitary
cotton bags and
handy free-running
packages.

You cannot recommend a better salt to any housewife than Purity. For table or dairy use there is no better salt—a fact good housewives are quick to appreciate. You'll get a good margin of profit on every sale of Purity.



THE WESTERN SALT
CO., LIMITED
COURTRIGHT
ONT.



Give Little Miss Vi a Welcome.

Little Miss Vi has come to Canada as the representative of Vi-Cocoa. She is known in millions of homes in the British Isles, and a great desire for her beneficial beverage is springing up all over the Dominion.

Give her a prominent place on your counter; she will attract many customers to your Store and take a prominent place on the credit side of your balance sheet. Vi-Cocoa is a ready seller showing substantial margin for the retailers.

Vi-Cocoa

has been known for years as the food beverage of the people—it is the super-cocoa, far more nourishing and palatable than ordinary cocoa, and is made under ideal hygienic conditions in the sweetest and cleanest factory in the world.

Write for trade terms and particulars to the
Walford Mfg. Co., Ltd., Delectaland, Walford, England.



Have No Hesitation
in choosing

'Bluenose' Butter

it always opens up in excellent shape, and its quality and flavor are remarkably fine. Taste "Bluenose" yourself! Then you'll feel more enthusiastic about it. Order from your grocer.

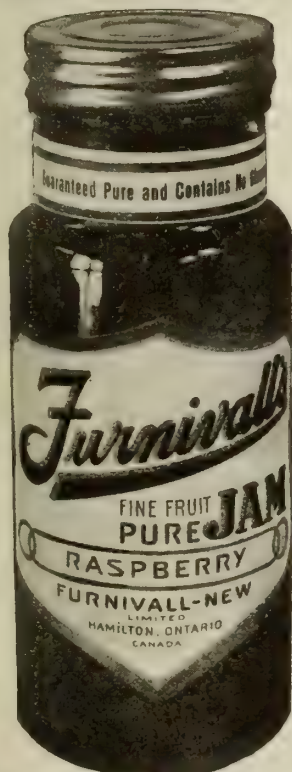
SOLE PACKERS.

SMITH & PROCTOR - HALIFAX, N.S.

SMITH
AND
PROCTOR

SOLE PACKERS

Halifax . N.S.



Furnivall's

Jams and Marmalades, made from finest fruit and pure cane sugar. Furnivall quality pleases customer—captures the bulk of sales in its field—and a margin of profit that pleases the dealer.

Order from your
wholesaler.

FURNIVALL-NEW,
Limited
Hamilton, Canada

Canada Food Board License
No. 14-167

AGENTS:—Ontario—MacLaren Imperial Cheese Co., Ltd., Toronto. H. J. Sykes, 736 Elgin St., Ottawa, Ont. Montreal—George Hodge & Sons, Ltd. St. John, N.B.—MacLaren Imperial Cheese Co. Halifax, N.S.—MacLaren Imperial Cheese Co. Sydney, N.S.—A. E. Sheppard. Hamilton—R. M. Griffith. Calgary, Alta.—MacLaren Imperial Cheese Co., Ltd. Edmonton, Alta.—MacLaren Imperial Cheese Co., Ltd. Saskatoon—The H. L. Perry Co., Ltd. Manitoba—The H. L. Perry Co., Ltd., Winnipeg.

Olive Butter

An Appetizing Table Delicacy
and a Popular Seller

Selected Spices,
Olives, Pimento and
Malt Vinegar — the
very highest grade obtainable.

A prominent display
will sell Olive Butter,
and one sale means a
satisfied customer and
repeat orders later.

Have a stock of Olive
Butter on hand and
display it every day.

Sold and
Manufactured by

E. W. Jeffress, Limited
WALKERVILLE, ONT.



OYSTERS AND FISH

Get in touch with me for

XXX Oysters
Smelts
Frozen Herring
Frozen Mackerel

Fish is the food of the moment.

EMILE PATUREL

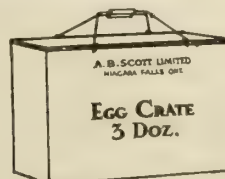
SHEDIAC, N.B.

License No. 1-748.

Suit Case Egg Crates

A collapsible egg crate to hold two or three dozen fresh eggs. When collapsed will not take up any more room in a suit case than a traveller's order book.

A sure seller if you will buy it and show it.



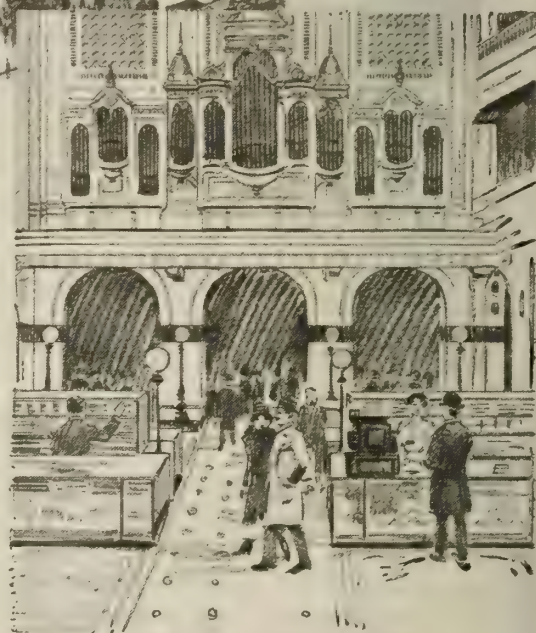
A. B. SCOTT, LIMITED

NIAGARA FALLS, CANADA

The John Wanamaker Store, Philadelphia



The John Wanamaker Store, Philadelphia. One of the largest, one of the busiest, one of the most perfectly conducted department stores in the world.



The Grand Court in the John Wanamaker Store, Philadelphia. Thousands of merchants visit this arcade every year to see how business is being handled.

John Wanamaker buys 100 more National Cash Registers to meet the present-day shortage of help.

Mr. Wanamaker says:

"A large number of people have been taken out of the big stores. The men have enlisted. The women have gone into Red Cross work and nursing.

"We are able to fill some of their places with improved cash registers. This frees many persons for war work."

Mr. Wanamaker's statement that cash registers save labor, is based upon critical investigation and upon experience with N.C.R. Equipment extending over many years.

His recognition of the labor-saving qualities of modern National Cash Registers is plainly shown by a contract he has just placed for nearly \$100,000.00 worth of machines. This order calls for 100 of

our latest model clerk-wrap registers. It is the largest single order ever placed with us for one store.

The high character of Mr. Wanamaker's stores, the careful tests made by his executives, and the size of his orders, combine to make his personal endorsement extremely important to other merchants, struggling with the present-day shortage of help.

The National Cash Register Company of Canada, Limited, Toronto, Ont.
Offices in all the principal cities of the world

If any advertisement interests you, tear it out now and place with letters to be answered.

JAMS MARMALADES PEELS

John Gray & Co., Ltd., Glasgow

Established over a Century

Cable : Lamberton, Glasgow.

Codes : A.B.C. 4th and 5th Editions.

CONFECTIONERY MARZIPAN CHOCOLATE



Agents

Wm. H. Dunn, Limited,
Montreal

Lind Brokerage Co., Ltd.
Toronto

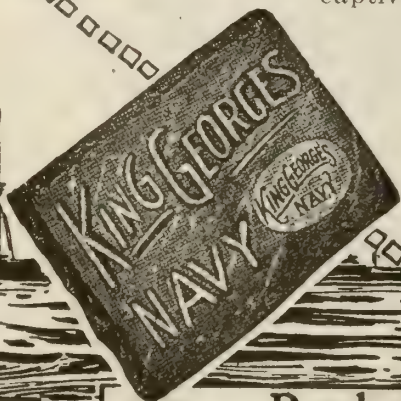
KING GEORGE'S NAVY

CHEWING
TOBACCO

will get you the tobacco trade

There is a distinctively different "flavor" to every chew of King George's Navy that captivates the taste of discriminating "chews." That's why selling it is so very worth while. It gets the dealer the tobacco trade and it holds it, too.

You're selling King
George's Navy, of
course?



Rock City Tobacco Co., Ltd.

RICE FLOUR

*Healthy
and
Nourishing*

This product, when blended with other flour, makes whiter bread and better bread. You will be surprised at the difference it makes.

*Wholesome
and
Nutritious*

Use anywhere from 10% to 20% Rice Flour.

Mount Royal Milling and Mfg. Co., Limited

Agents:

D. W. Ross Co., Montreal

Mills at

Montreal and Victoria, B.C.

BIG PROFITS ON DAVIS CIGARS

Retailer's profit on this order is \$11.24—equal to over 42.70%.

Messrs. S. Davis & Sons, Limited,
Box 630, Montreal.

Please send me, not later than by express prepaid, the assortment of 500 cigars, described below, value \$26.86.

Usual Selling Price	Quantity of Boxes	Brand	Price Per 1000	Wholesale Discount	Net
2 for 25c	2	50 NOBLEMEN	\$100.00	\$5.00 Less 10%	\$4.50
10c	2	100 PERFECTION	72.00	7.20 "	6.48
3 for 25c	2	100 GRAND MASTER..	64.00	6.40 "	5.76
30c	20	100 MIDGETS (5 in a box)	48.00	4.80 "	4.32
5c	1	100 LORD TENNYSONS	41.00	4.10 Less 5%	3.90
5c	1	50 Cables	40.00	2.00 "	1.90
					\$26.86

Business name Address

Send by Express

*If you send cash with order, deduct 2% cash discount and remit \$26.32 only.

SEND IN YOUR ORDER PROMPTLY

For the work- ing men of your town

in fact for every man because practically every man needs a good roomy serviceable pair of working gloves.



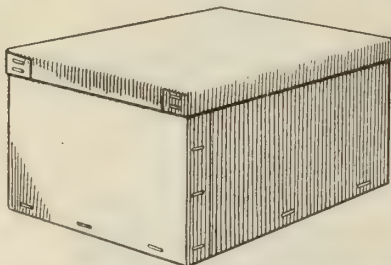
TAPATCO
REGISTERED BRAND TRADE MARK



You can get this profitable extra trade by stocking the Tapatco lines—There's a style and a weight to suit every requirement. Your jobber can supply Tapatco Gloves.

The American Pad and Textile Company
Chatham, Ontario.

This is the Box for your customers' Overseas Parcels



The Original Overseas Box for your Customers as used by Red Cross Societies Everywhere

Here is a box that's built to stand hard knocks—a box that's positively guaranteed to reach its destination in the same condition as when mailed.

NOT CARDBOARD OR CORRUGATED BOARD, but solid material; no wrapping required. Note the fastenings. No stickers or tapes used, but steel staples.

Over one million shipped without one complaint. Compare it with any other box on the market and judge for yourself. Now is the time to order for Xmas trade. Prices:

5" x 6" x 9", per hundred, \$10.00 F.O.B. Ottawa.
5½" x 7" x 9", per hundred, \$12.00 F.O.B. Ottawa.

Boxes Limited

Queen and Booth Streets, - OTTAWA

QUOTATIONS FOR PROPRIETARY ARTICLES

SPACE IN THIS DEPARTMENT IS \$83.20
PER INCH PER YEAR

JAMS

DOMINION CANNERS, LTD.

"Aylmer" Pure Jams and Jellies.
Guaranteed Fresh Fruit and Pure Sugar Only.

Screw Vac top Glass Jars, 16 oz. glass, 2 doz. case.	Per doz.
Blackberry	\$3 25
Currant, Black	3 90
Plum	2 90
Pear	3 15
Peach	3 15
Raspberry, Red	3 90
Apricot	3 25

DOMINION CANNERS, LTD.

CATSUPS—In Glass Bottles

½ Pts., Aylmer Quality	Per doz.
Pts., Aylmer Quality	\$1 90
Gallon Jugs, Aylmer Quality 1 62½	Per doz.
Pints, Delhi Epicure	2 70
½ Pints, Red Seal	1 50
Pints, Red Seal	2 00
Qts., Red Seal	2 80

BAKED BEANS WITH PORK

Brands—Canada First, Simcoe, Quaker.

Individual Baked Beans, Plain	Per doz.
85s, or with Sauce, 4 doz. to case	\$0 95
1's Baked Beans, Flat, Plain, 4 doz. to case	1 15
1's Baked Beans, Flat, Tom. Sauce, 4 doz. to case	1 25
1's Baked Beans, Tall, Tomato or Chili Sauce, 4 doz. to case 1 35	
1½'s (20-oz.) Plain, per doz. 1 65	
Tomato or Chili Sauce	1 90
2's Baked Beans, Plain, 2 doz. to case	1 95
2's Baked Beans, Tom. Sauce, tall, 2 doz. to case	2 30
2's Baked Beans, Chili Sauce, tall, 2 doz. to case	2 30
½'s Tall, Plain, per doz.	2 75
Tomato or Chili Sauce	3 20
Family, Plain, \$2.35 doz.; Family, Tomato Sauce, \$2.80 doz.; Family, Chili Sauce, \$2.80 doz. The above 2 doz. to case, 10's, ½ doz. per case; Chili and Tomato Sauce, for hotel and restaurant use (gals.), \$12; plain, \$10.	

"AYLMER" PURE ORANGE MARMALADE

Tumblers, Vacuum Top, 2 doz. in case	Per doz.
12-oz. Glass, Screw Top, 2 doz. in case	2 00
16-oz. Glass, Screw Top, 2 doz. in case	2 40
16-oz. Glass, Tall, Vacuum, 2 doz. in case	2 95
2's Tin, 2 doz. per case	2 95
4's Tin, 12 pails in crate, per pail	4 45
5's Tin, 8 pails in crate, per pail	0 76
7's Tin or Wood, 6 pails in crate	0 90
30's Tin or Wood, one pail crate, per lb.	1 26
	0 17½

BLUE

Keen's Oxford, per lb.	\$0 22
In cases 12—12 lb. boxes to case	0 21½

COCOA AND CHOCOLATE THE COWAN CO., LTD.

COCOA—

Perfection Cocoa, lbs., 1 & 2 doz. in box, per doz.	\$4 60
Perfection, ¼-lb. tins, doz.	2 45
Perfection, ¼-lb. tins, doz.	1 35
Perfection, 10c size, doz.	0 95
Perfection, 5-lb. tins, per lb.	0 87
Supreme Breakfast Cocoa, ½-lb. jars, 1 & 2 doz. in box, doz.	2 75

(Unsweetened Chocolate)

Supreme Chocolate, 12-lb. boxes, per lb.	0 36
Supreme Chocolate, 10c size, 2 doz. in box, per box	1 80
Perfection chocolate, 10c size, 2 doz. in box, per doz.	0 90

SWEET CHOCOLATE— Per lb.

Eagle Chocolate, ½s, 6-lb. boxes	
28 boxes in case	0 83
Diamond Chocolate, ¼s, 6 and 12-lb. boxes, 144 lbs. in case 0 35	
Diamond Chocolate, 8s, 6 and 12-lb. boxes, 144 lbs. in case 0 35	
Diamond Chocolate, 7s, 6 and 12-lb. boxes, 144 lbs. in case 0 34	
Diamond Chocolate, 7s, 4-lb. boxes, 50 boxes in case, per box	1 35

CHOCOLATE CONFECTIONS

Maple Buds, 5-lb. boxes, 30 boxes in case, per lb.	0 42
Milk Medallions, 5-lb. boxes in case, per lb.	0 42
Chocolate Ginger, 5-lb. boxes, 30 boxes in case, per lb.	0 45
Crystallized Ginger, 5-lb. boxes, 30 boxes in case, per lb.	0 45

6c. LINES

Toronto Prices

Filbert Nut Bars, 24 in box, 60 boxes in case	Per box
Almond Nut Bars, 24 in box, 50 boxes in case	\$1 05
Puffed Rice Bars, 24 in box, 50 boxes in case	1 05
Ginger Bars, 24 in box, 50 boxes in case	1 05
Fruit Bars, 24 in box, 50 boxes in case	1 05
Active Service Bars, 24 in box, 50 boxes in case	1 05
Victory Bar, 24 in box, 60 boxes in case	1 05
Queen's Dessert Bar, 24 in box, 60 boxes in case	1 05
Regal Milk Chocolate Bar, 24 in box, 50 boxes in case	1 05
Royal Milk Cakes, 24 in box, 50 boxes in case	1 05
Maple Buds, 6c display boxes, 6c pyramid packages, 6c glassine envelopes, 4 doz in box	2 00

10c LINES

Maple Buds, 10c, 1 doz. in box, 50 boxes in case, per doz.	\$0 95
Medallions, 10c, 1 doz in box, 50 boxes in case, per doz.	0 95

BORDEN MILK CO., LTD., CONDENSED MILK

Terms, net, 30 days.

Eagle Brand, each 48 cans.	\$9 25
Reindeer Brand, each 48 cans.	8 75
Silver Cow, each 48 cans.	8 40
Gold Seal, Purity, each 48 cans	8 25
Mayflower Brand, each 48 cans	8 25
Challenge Clover Brand, each 48 cans	7 75

HEATHER BLEND TEA

The Newest and the Best

*RICHNESS IN
ITS FLAVOR*



*STRENGTH IN
ITS BREW*

"THE FRAGRANCE LINGERS"

A new package tea blended by experts from the choicest teas obtainable in the hill gardens of India and Ceylon. Put up in attractive packages and backed by advertising that will bring you many inquiries. Order a case to-day. Get ready for the demand.

BLENDED BY

BLACKWOODS LIMITED, WINNIPEG, MAN.

The highest grade flour it is possible to mill under present regulations bears the time-honored name:-

PURITY FLOUR

(Government Standard)

This is good flour---otherwise it would not carry the name "*Purity Flour*," which has a reputation for quality that it is of vital interest for us to maintain.

You can safely recommend *Purity Flour* (Government Standard).

"More Bread and Better Bread," and better pastry

Western Canada Flour Mills Co., Limited

Head Office: Toronto, Ontario

Branches at Toronto, Winnipeg, Calgary, Brandon, Edmonton, Vancouver, New Westminster, Victoria, Nanaimo, Prince Rupert, Nelson, Rossland, Goderich, Ottawa, Montreal, St. John, N.B.

Canada Food Board License Nos: Cereal 2-009, Flour 15, 16, 17, 18

Dole Bros. Hops & Malt Co.

BOSTON, MASS., U.S.A.

"SUPERIOR" BRAND HOPS

FOR FAMILY TRADE

They are carefully selected and packed for the Canadian trade, in cases of 10, 15 or 30 lbs. each, containing $\frac{1}{4}$, $\frac{1}{2}$ or 1-lb. packets.

R. E. BOYD & COMPANY

Agents for the Province of Quebec
15 STE. THERESE ST. - MONTREAL

DONALD H. BAIN CO.

AGENTS FOR THE CANADIAN NORTH-WEST

ORDER NOW

FOR DELIVERY JANUARY 1st

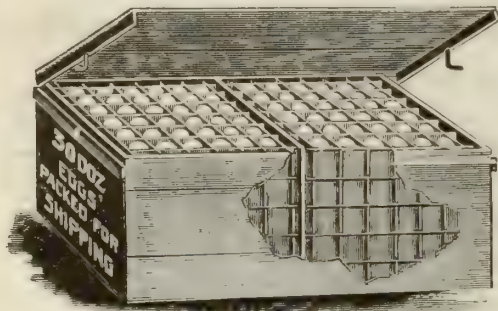
The counter check books you will require for next year. Everything has about doubled in price, and pad prices must advance. Your protection comes by placing your order with the makers of the famous

McCaskey Register System

McCASKEY SYSTEMS, LTD.

Toronto, Canada

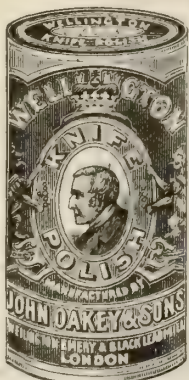
THE MILLER BROS. CO., LIMITED



Manufacturers of

White pulp egg case fillers and extra flats in standard and extra large sizes for 12 and 30 dozen egg crates.

20-38 DOWD STREET, - MONTREAL, CANADA



Oakey's "WELLINGTON" KNIFE POLISH

The original and only reliable preparation for Cleaning and Polishing Cutlery, etc.

John Oakey & Sons, Ltd.

Manufacturers of Emery Cloth,
Black Lead, Glass Paper, &c.

LONDON, S.E., ENGLAND

AGENTS:

Geo. B. Jenkinson, 43 Queen St. East,
Toronto, and J. E. Huxley & Co., 220
McDermid St., Winnipeg.

EVAPORATED MILK

St. Charles Brand, Hotel, each	6 65
24 cans	
Jersey Brand, Hotel, each	6 65
24 cans	
Peerless Brand, Hotel, each	6 65
24 cans	
St. Charles Brand, Tall, each	6 75
48 cans	
Jersey Brand, Tall, each	6 75
48 cans	
Peerless Brand, Tall, each	6 75
48 cans	
St. Charles Brand, Family,	
each 48 cans	5 75
Jersey Brand, Family, each	5 75
48 cans	
Peerless Brand, Family, each	5 75
48 cans	
St. Charles Brand, small, each	2 90
48 cans	
Jersey Brand, small, each	2 90
48 cans	
Peerless Brand, small, each	2 90
48 cans	

CONDENSED COFFEE

Reindeer Brand, large, each	6 25
24 cans	
Reindeer Brand, small, each	6 50
48 cans	
Regal Brand, each 24 cans	5 90
Cocoa, Reindeer Brand, large,	
each 24 cans	6 25
Reindeer Brand, small, 48 cans	6 50

W. CLARK, LIMITED,
MONTREAL.

Compressed Corn Beef— $\frac{1}{2}$ ss, \$2.90;	
1s, \$4.45; 2s, \$9.25; 6s, \$34.75;	
14s, \$80.	
Lunch Ham—1s, \$6.45; 2s, \$13.50.	
Ready Lunch Beef—1s, \$4.45; 2s, \$9.	
English Brawn— $\frac{1}{2}$ ss, \$2.90; 1s,	
\$4.95; 2s, \$9.90.	
Boneless Pig's Feet— $\frac{1}{2}$ ss, \$2.90; 1s,	
\$4.95; 1s, \$9.90.	
Ready Lunch Veal Loaf— $\frac{1}{2}$ ss, \$2.40;	
1s, \$4.45.	
Ready Lunch, Beef-Ham Loaf— $\frac{1}{2}$ ss,	
\$2.40; 1s, \$4.45.	
Ready Lunch Beef Loaf— $\frac{1}{2}$ ss, \$2.40;	
1s, \$4.45.	
Ready Lunch Asst. Loaves— $\frac{1}{2}$ ss,	
\$2.45; 1s, \$4.50.	
Geneva Sausage—1s, \$4.95; 2s, \$9.45	
Roast Beef— $\frac{1}{2}$ ss, \$2.90; 1s, \$4.45;	
2s, \$9.25; 6s, \$34.75.	
Boiled Beef—1s, \$4.45; 2s, \$9.25; 6s,	
\$34.75.	
Jellied Veal— $\frac{1}{2}$ ss, \$2.90; 1s, \$4.45;	
2s, \$9.	
Cooked Tripe—1s, \$2.45; 2s, \$4.45.	
Stewed Ox Tail—1s, \$2.45; 2s, \$4.45.	
Stewed Kidney—1s, \$4.45; 2s, \$8.95.	
Mince Collops— $\frac{1}{2}$ ss, \$1.95; 1s, \$3.75;	
2s, \$6.95.	
Sausage Meat—1s, \$4.2s, \$7.75.	
Corn Beef Hash — $\frac{1}{2}$ ss, \$1.95; 1s,	
\$3.70; 2s, \$5.45.	
Beef Steak and Onions— $\frac{1}{2}$ ss, \$2.90;	
1s, \$4.45; 2s, \$8.45.	
Jellied Hocks—2s, \$9.95; 6s, \$29.80;	
Irish Stew—1s, \$3.45; 2s, \$6.75.	
Cambridge Sausage—1s, \$4.45; 2s,	
\$8.45.	
Boneless Chicken — $\frac{1}{2}$ ss, \$5.90; 1s,	
\$8.95.	
Boneless Turkey — $\frac{1}{2}$ ss, \$5.90; 1s,	
\$8.95.	
Ox Tongue— $\frac{1}{2}$ ss, \$3.85; 1s, \$7.95;	
$\frac{1}{2}$ ss, \$12.45; 2s, \$15.95; 2 $\frac{1}{2}$ ss,	
\$17.50; 3 $\frac{1}{2}$ ss, \$27; 6s, \$45.	
Lunch Tongue— $\frac{1}{2}$ ss, \$3.45; 1s, \$6.75;	
2s, \$15.50.	
Tongue Lunch—1s, \$6.75.	
Beef Suet—1s, \$4.90; 2s, \$8.50.	
Mince Meat (Tins)—1s, \$2.95; 2s,	
\$4.45; 5s, \$12.95.	
Mince Meat (Bulk)—5s, 23c; 10s,	
22c; 25s, 21c; 50s, 20c; 85s, 20c.	
Chateau Brand Pork and Beans,	
with Tomato Sauce—Ind., \$1.10;	
1s, \$1.75; 2s, \$2.55; 3s, \$3.85.	
With Plain Sauce—Ind., \$1; 1s,	
\$1.65, 2s, \$2.40; 3s, \$3.40.	
Chateau Brand Concentrated Soups	
—Celery, 1s, \$1.25; Consommé,	
1s, \$1.25; Green Peas, 1s, \$1.25;	
Jullienne, 1s, \$1.25; Mulligatawny,	
1s, \$1.25; Mutton Broth, 1s, \$1.25;	
Ox Tail, 1s, \$1.25; Peas, 1s, \$1.25;	
Scotch Broth, 1s, \$1.25; Vege-	
table, 1s, \$1.25; Chicken, 1s,	
\$1.65; Mock Turtle, 1s, \$1.65, To-	
mato, 1s, \$1.65; Vermicelli To-	
mato, 1s, \$1.35; Assorted, 1s,	
\$1.35; Soups and Bouilli, 1s,	
\$12.50.	

Clark's Pork and Beans, Tomato	
Sauce, Blue Label—Ind., 95c; 1s,	
\$1.25; 1 $\frac{1}{2}$ ss, \$1.90; 2s, \$2.30; 3s,	
flats, \$2.95; 3s, flats, \$3.35; 6s,	
\$12; 12s, \$20.	
Plain Sauce, Pink Label—Ind.,	
85c; 1s, \$1.15; 1 $\frac{1}{2}$ ss, \$1.65; 2s,	
\$1.95; 3s (flats), \$2.50; 3s (talls),	
\$2.95; 6s, \$10; 12s, \$18.	
Chili Sauce (red and gold label)—	
Ind., 95c; 1s, \$1.25; 1 $\frac{1}{2}$ ss, \$1.90;	
2s, \$2.30; 3s (flat), \$2.95.	
Vegetarian Baked Beans and To-	
mato Sauce—2s, \$2.25.	
Sliced Smoked Beef— $\frac{1}{2}$ ss, \$2.35; 1s,	
\$3.45; 4s, \$24.	
Canadian Boiled Dinner—1s, \$2.45;	
2s, \$5.95.	
Army Rations—Beef and Vegetables,	
1s, \$3.45; 2s, \$5.95.	
Spaghetti with Tomato Sauce with	
Cheese— $\frac{1}{2}$ ss, \$1.85; 1s, \$2.50; 2s,	
\$4.30.	
Tongue, Ham and Veal Pates— $\frac{1}{2}$ ss,	
\$2.25.	
Ham and Veal Pates— $\frac{1}{2}$ ss, \$2.25.	
Smoked Vienna Style Sausage— $\frac{1}{2}$ ss,	
\$2.45.	
Pate De Foie— $\frac{1}{4}$ ss, 75c; $\frac{1}{2}$ ss, \$1.40.	
Plum Pudding— $\frac{1}{2}$ ss, \$2.45.	
Potted Beef Ham— $\frac{1}{4}$ ss, 75c; $\frac{1}{2}$ ss,	
\$1.40.	
Beef— $\frac{1}{4}$ ss, 75c; $\frac{1}{2}$ ss, \$1.40.	
Potted Tongue— $\frac{1}{4}$ ss, 75c; $\frac{1}{2}$ ss, \$1.40.	
Potted Game (Venison)— $\frac{1}{4}$ ss, 75c.	
Potted Veal— $\frac{1}{4}$ ss, 75c; $\frac{1}{2}$ ss, \$1.40.	
Potted Meats (Assorted)— $\frac{1}{4}$ ss, 80c;	
$\frac{1}{2}$ ss, \$1.45.	
Devilled Beef Ham— $\frac{1}{4}$ ss, 75c; $\frac{1}{2}$ ss,	
\$1.40. Beef— $\frac{1}{4}$ ss, 75c; $\frac{1}{2}$ ss, \$1.40.	
Devilled Tongue— $\frac{1}{4}$ ss, 75c; $\frac{1}{2}$ ss,	
\$1.40. Veal— $\frac{1}{4}$ ss, 75c; $\frac{1}{2}$ ss, \$1.40.	
Devilled Meats (Assorted)— $\frac{1}{4}$ ss, 80c,	
$\frac{1}{2}$ ss, \$1.45.	

In Glass Goods

Fluid Beef Cordial—20 oz. bottle,	
\$10; 10 oz., \$5.	
Ox Tongue — $\frac{1}{2}$ ss, \$14.50; 2s,	
\$17.50.	
Lunch Tongue—1s, \$9.95.	
Sliced Smoked Beef— $\frac{1}{4}$ ss, \$1.75;	
$\frac{1}{2}$ ss, \$2.85; 1s, \$4.15.	
Mince meat—1s, \$3.45.	
Potted Chicken— $\frac{1}{4}$ ss, \$2.35.	
Ham— $\frac{1}{4}$ ss, \$2.35.	
Tongue— $\frac{1}{4}$ ss, \$2.35.	
Venison— $\frac{1}{4}$ ss, \$2.35.	
Chicken Breast— $\frac{1}{2}$ ss, \$9.95.	
Tomato Ketchup—8s, \$2.25; 12s,	
\$2.80; 16s, \$3.50.	
Peanut Butter— $\frac{1}{4}$ ss, \$1.45; $\frac{1}{2}$ ss,	
\$1.95; 1s, \$2.45; in pails, 5s, \$3c;	
12s, 31c; 24s, 30c; 50s, 30c.	

COLMAN'S OR KEEN'S MUSTARD.

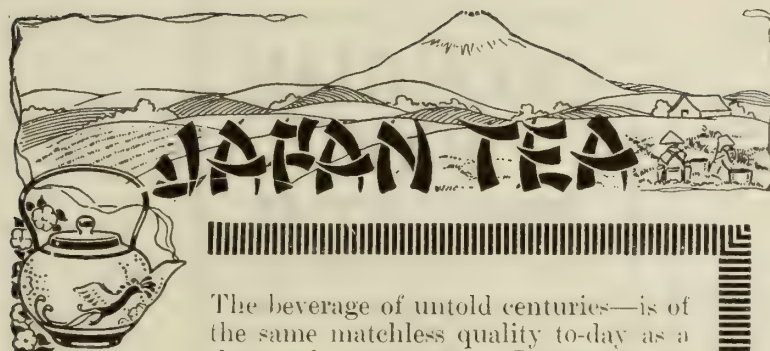
	Per doz. tins
D. S. F., $\frac{1}{4}$ -lb.	\$2 80
D. S. F., $\frac{1}{2}$ -lb.	5 30
D. S. F., 1-lb.	10 40
	Per jar
Durham, 1-lb. jar, each...	\$0 60
Durham, 4-lb. jar, each...	2 25

Canadian Milk Products, Ltd.,
Toronto and Montreal.
KLIM

Hotel	\$18 50
Household size	8 25
Small size	6 75
F.o.b. Ontario jobbing points, east	
ofan including Fort William. Freight	
allowance not to exceed 50c per	
100 lbs., to other points, on 5-case	
lots or more.	

THE CANADA STARCH CO., LTD.

Manufacturers of the Edwardsburg Brands Starches	
Laundry Starches—	
Boxes	Cents
40 lbs. Canada Laundry...	.09%
40 lbs., 1 lb. pkg., White	
Glass	.10%
48 lbs. No. 1 White or Blue	
Starch, 3-lb. cartons...	.10%
100-lb. kegs, No. 1 white...	.10%
200-lb. bbls., No. 1 white...	.10%
30 lbs., Edwardsburg Silver	
Gloss, 1-lb. chromo pkgs.	.11%
48 lbs., Silver Gloss, in 6-lb.	
tin canisters	.13%
36 lbs. Silver Gloss, in 6-lb.	
draw lid boxes	.13%
100 lbs., kegs, Silver Gloss,	
large crystals	.11%



JAPAN TEA

The beverage of untold centuries—is of the same matchless quality to-day as a thousand years ago. It cannot be improved. The Government of Japan guarantees the purity of Japan Tea. Its ever-increasing use by Canada's tea drinkers testifies as to its quality.

"The salts of tea reduce the amount of solid food necessary and maintain the vigor."

—Dr. Williams, Yale.

16

One of our consumer ads.

To get the maximum profit out of your tea department it is necessary for you to feature well advertised teas of undoubted superiority.

Dealers handling Japan Tea find it a most dependable seller. Persistent consumer advertising makes initial sales easy—superior quality does the rest.

Your wholesaler supplies Japan Tea.

The Financial Post on The Business Outlook To-Day

"NOR should there be any collapse in business. Shortage of raw materials as in the case of foodstuffs will tend to make the readjustment of prices very gradual. In some lines of goods where there is an acute shortage, higher prices may be experienced but the safest course will be for the merchant to consider himself merely as a merchandizer turning over goods as his trade requires without taking the risk of carrying excess stock even where there may be prospects of larger profits.

The Tariff and Readjustment

"There will undoubtedly be an early demand from the low tariff element—particularly in Western Canada—for concessions with regard to duties. The first will probably be for the abolition of the 7½ per cent. war-time tariff increase. Eventually we expect that this additional tax will be removed; it was a temporary measure. But it should be remembered that it was due to war conditions rather than to the war itself and that a cessation of the war alone does not warrant its removal until there is an adjustment of the conditions which warranted it in the first place."

Besides the important article from which the above is quoted,

THE POST

THIS WEEK CONTAINS:

France's "Loan of Liberation" for Canadians.

The Ruling on the St. Lawrence Waterways Dam.

Flavelle's Work is Appreciated in Britain.

"Flu" Losses May Average 100 Per Cent. of Expectancy.

Serious Situation—Twin City Railways. Some Decided Opinions on Assessment. Points Which Insurance Men Have to Watch.

Developments in "Mystery Block." British Corporations of Manufacturers and Foreign Trade.

Prosperity for N.S. Fishermen. U.S. Investors Seek Canadian Securities.

Better Profits Are Reported For Barcelona. Federal Reserve Banks in United States System.

Finding Places for the Clerks Now Overseas.

Bond Market Declared Bare of Securities. Capital Issues Committee Still in Full Power.

Architects and Builders Look for a Big Year.

Canada's War Exports to Our Overseas Allies.

Huge Balances Available for Victory Loan.

Above mentioned are a few of the more important contents of this issue of THE FINANCIAL POST. Send a subscription to THE POST and note its business value to you. Use this form in sending subscription which is \$3.00 per year.

The MacLean Publishing Co.,
153 University Ave., Toronto.

Send me THE FINANCIAL POST every week till further ordered. I will pay subscription price \$3.00 per year on receipt of bill or you may draw on me for this.

Name
Address
C.G.

Apples

Let us look after your requirements. We handle the Famous

GEORGIAN BAY

BRAND APPLES

Fine, sound fruit that will be appreciated by every customer.

We invite correspondence.

LEMON BROS.
OWEN SOUND, ONTARIO

Dairy Butter Wraps

Made from 30-lb. No. 1 Genuine Vegetable Parchment Paper, printed in two colors ink with design conforming to regulations covering Dairy Butter, size 8 x 11, packed 500 sheets to a carton.

ALWAYS IN STOCK

Special Printed Wraps to Order

Business Systems Limited

Largest Manufacturers of Butter Wraps in Canada

52-56 Spadina Ave. TORONTO

The next time you want a clerk, be sure to advertise in the "Wanted" Page of CANADIAN GROCER. You will receive inquiries from the liveliest clerks in the Canadian grocery trade, because reading CANADIAN GROCER is a test of the clerk's interest in his business.

The Hospital for Sick Children

TORONTO

War Laid Heavy Hand on Children's Charity.

Dear Mr. Editor:—

The annual report of the Hospital for Sick Children, Toronto, marks a new record, despite the heavy handicap the war placed upon its work.

The task of ministering to the suffering youngsters of this province was no light one in view of the Hospital's splendid response to the national call 25 doctors and 43 nurses from its forces have seen service overseas.

Yet the number of patients treated is 5,048, or 1,308 more than last year. Of these in-patients, 759 were from 266 places outside of Toronto.

The tireless efforts of the staff made possible also a reduction in the average length of stay necessary for the little patients from 24 days in 1914 to 14 this year.

These results show that the Hospital has again paid to the children rich dividends of health upon the invested kindness of its supporters.

There has been careful stewardship of the funds entrusted to the Hospital. There has been saving—almost scrimping—in every direction except where it would prevent the Hospital's soothing the suffering or shortening the sickness of one child. The daily cost of operation was held at the lowest point which would still allow the children entrusted to the Hospital to get the best medicine and the best of care.

And yet so high has risen the cost of every item in the Hospital's budget—in labor, in fuel, in food, and, above all, in medical supplies—that the minimum expense of taking care of one child for one day has risen from \$2.34 back in 1914 to \$3.21½ in 1918. Of that, \$1.66½—the amount per patient per day that the official Government grants do not cover—must come from voluntary contributions.

During the past four years debts were incurred to the extent of \$100,000, which the Trustees felt assured would be wiped out by the public as soon as the war drew to its close, and those heavy demands cease which have been made upon the generosity of the loyal people of this province. The time has now come when it is necessary to make known the Hospital's dire need of financial assistance.

If this 43rd Christmas appeal fails to rally the friends of this Charity to its support, it will be necessary to mortgage its land, buildings and plant. By the bounty of the late John Ross Robertson that property has just been cleared of debt for the first time since it began its ministry of healing mercy.

Little children have lost a big-hearted friend, and the province a noble benefactor. It is for the public to decide whether his life-work shall be shadowed with a mortgage within less than a year of his passing.

What think you?

Send your answer as soon as possible to the Secretary-Treasurer, Hospital for Sick Children, College Street, Toronto. Meanwhile the Charity will "Carry on," trusting in your support.

IRVING E. ROBERTSON,
Chairman of Appeal Committee

CHRISTMAS

**Holly — Wreaths — Wreathing
Navel and Florida Oranges
Tangerines, Grape Fruit**

**Pears, Apples, Bananas, Nuts,
Celery, Raisins**

Huge stocks of the best for the Holiday trade.

With the war over every one will want
to Celebrate and Decorate.

Be early with your wants.

WHITE & CO., LTD.

Wholesale Fruit and Fish

TORONTO

Canada Food Board License No. 277

Navel Oranges

Now on the way. Fine quality.

Florida Pineapple Oranges

High Color, Juicy, Sweet.

Almonds, Walnuts, Brazils, Peanuts,
Shelled Almonds and Walnuts. Order
early. Supply short.

Apples

Market sure to advance.

Order quickly

All varieties, BOXES or BARRELS.

Cranberries

VEGETABLES of all Kinds.

DUNCANS LIMITED

NORTH BAY, ONT.

Branches at SUDBURY, COBALT, TIMMINS

Canada Food Board License No. 151

**Your best guarantee
that Cow Brand Baking
Soda will sell**

is the fact that it has been selling and
satisfying careful housewives for over
70 years.

Prices for Ontario and Quebec:

10 ounce, 96 pkgs.	\$3.45 per box
Pounds	3.45 "
Mixed	3.55 "
Halves, 120 pkgs.	3.65 "



**Church and Dwight
LIMITED
MONTREAL**

WETHEY'S

Mince Meats

(both Condensed and Bulk)

always lead

**When buying
insist
on this brand**

Canada Food Board License No. 14-128

N. B. Egg Carriers

for retail delivery.

GROCERS who do not handle the **NEVER BREAK** are MISSING an **OPPORTUNITY** for making a **PROFIT** on Eggs.

Prompt shipments now, quality guaranteed.

Many wholesale houses carry the N.B. in stock.

Walter Woods & Co.

Hamilton and Winnipeg

WAR CONDITIONS

necessitate the prohibition of export of all foodstuffs from the United Kingdom.

SPRATT'S

DOG CAKES

POULTRY FOODS, CANARY AND PARROT MIXTURES

pending the removal of the embargo, can be obtained from

SPRATT'S PATENT (America) LTD.
Newark, New Jersey.

London (Eng.), Spratt's Patent Limited
24-25 Fenchurch Street, E.C. 3.

INDEX TO ADVERTISERS

A		Lemon Bros.	58
American Pad & Textile Co. ..	54	Little Bros., Ltd.	12
Anchor Cap & Closure Corp. ..	21	Loggie, Sons, & Co.	10
B		M	
Bain, Donald H., Co.	9	Macdonald, Chapman Co.	Front cover
Baker & Co., Walter	10	Macivor Bros. Co.	46
Blackwoods, Ltd.	55	Maclure, A. M., & Co.	9
Bendon Utility Co., S. G.	2, 11	Mackay Co., Ltd., John	11
Bodley, C. J., & Co.	4	MacLeod & Co., D. J.	9
Borden Milk Co.	1	Maclure & Langley	10
Bowser & Co., S. F.	18	Magor, Son & Co., Ltd.	22
Boxes, Ltd.	54	Mann, C. A., & Co.	63
Business Systems	58	Marsh Grape Juice Co.	11
C		Marshall, H. D.	11
California Asso. Raisin Co.	15	Mathieu Co., J. L.	15
California Fruit Growers' Exchange	7	McCaskey Systems	56
Canada Nut Co.	12	McBride Bros.	15
Canadian Milk Products, Ltd.	14	Megantic Broom Mfg. Co., Ltd.	8
Cane & Sons, Wm.	14	Miller Bros. Co.	56
Carriage Factories, Ltd.	19	Mount Royal Milling & Mfg. Co., Ltd.	53
Channel Chemical Co.	Inside front cover	N	
Chilliwick Evaporating & Packing Co.	13	Nagle Mercantile Agency	64
Chisholm Milling Co.	2	Nagle & Co., N. (Volpeek) ..	64
Church & Dwight	61	National Cash Register Co.	50-51
Clark, W., Ltd.	3	National Licorice Co.	15
Climax Baler Co.	64	Nelson, C. J.	12
Clayoquot Sound Canning Co.	12	Nootka Packing Co.	13
Cockburn Co., F. D.	9	Nutrient Food Co.	63
Connors Bros.	48	O	
D		Oakeys, John, & Son, Ltd.	56
Davies, Wm., Co. Inside back cover		O'Loane Kiely Co.	16
Davis & Sons, S.	53	Oury Millar Co.	60
Dayton Scale Co.	Back cover	P	
Defiance Packing Co.	13	Patrick, W. G., & Co.	10
Doctor L. St. Aubin	63	Paturel, Emil	49
Dole Bros.	56	Pennock, H. P., & Co., Ltd.	8
Dominion Cannery, Ltd.	4	Perry, H. L., & Co.	8
Dominion Salt Co.	47	Pullan, E.	63
Duncans, Ltd.	61	R	
Duffy & Co., J. J.	14	Releg Co., Ltd.	47
E		Rock City Tobacco Co.	52
Eddy Co., E. B.	5	Rose & Laflamme, Ltd.	11
Eckhardt, H. P., & Co.	59	S	
El Roi-Tan, Ltd.	12	Schneider & Sons, J. M.	17
Elliott, W. F.	10	Schofield & Beer	11
Escott, W. H., Co.	8	Scott, Ltd., A. B.	49
Estabrooks & Co., T. H.	21	Scott-Bathgate Co., Ltd.	8
F		Shaw & Ellis	47
Fearman, F. W.	46	Simms, T. S.	19
Freeman & Co., J. L.	11	Smith & Son, E. D.	20
Freeman Co., W. A.	46	Smith & Proctor	49
Fugita & Co.	Inside front cover	Spratts, Limited	62
Furnivall-New, Ltd.	49	Stevens, Hepner, Ltd.	14
G		Sunset Soap Dye Co., Inc.	18
Gaetz & Co.	11	T	
Gauvreau, Paul F.	11	Toronto Salt Works	63
Gilespe & Co., The Robt.	12	Trent Mfg. Co.	63
Grant, C. H.	9	Thompson Co., Ltd., B. & S. H.	16
Gray, John, & Co.	52	Thompson, E. B.	63
H		Thompson & Co., G. B.	9
Hargraves, Canada, Ltd.	60	Turton, J. E.	11
Hart, C. B., Reg.	11	Toronto Pottery Co.	63
I		V	
Imperial Rice Milling Co.	13	Vogans, Ltd.	63
Ingersoll Packing Co., Ltd.	22	W	
J		Walker Bin & Store Fixture Co.	9
Japan Tea	57	Walker, Hugh, & Son	6
Jeffress, E. W.	49	Watford Mfg. Co.	48
Jones, C. & J.	10	Watson & Truesdale	9
K		Western Canada Flour Mills ..	55
Kavanagh Co.	63	Western Salt Co., The	48
Kearney Bros.	2	Wethey, J. H., & Co.	61
L		White & Co.	61
Lambe, W. G.	10	White Cottell's	63
		Williams Storage Co.	9
		Woods, Walter, & Co.	62

BUYERS' DIRECTORY

Latest Editorial Market Information and Guide to Buyers.

Vogan's

**Overseas
CAKE**

Put up in one pound packages.

Order from your jobber to-day.

VOGANS, LIMITED TORONTO



**JARS AND
BUTTER CROCKS**

Are needed in every household. We can supply you with the kind that sells. Write for price list now to

**The Toronto Pottery Co.
(LIMITED)
Dominion Bank Bldg., Toronto**

We are now located in our new and more spacious warehouse at

60-62 JARVIS ST.

TORONTO SALT WORKS

GEO. J. CLIFF

**WHITE COTTELL'S
BEST ENGLISH MALT VINEGAR**

QUALITY VINEGAR

WHITE COTTELL & CO.

Camberwell, London, England

Agent:

**W. Y. COLCLOUGH, 53 Silver Birch Avenue
TORONTO**

MARKET BRIEFS

The recent lifting of the restrictions with regard to the importation of apples into England has stimulated shipments from the Port of Montreal, and some considerable quantities left here for Great Britain recently. The amount of apples to be permitted forward at this time is stated to be 20,000 barrels. As the freight per barrel is rather high, even at the reductions which have been effected, apples will have to retail in England, it was stated to CANADIAN GROCER, at from \$15 to \$16 per barrel. It is just a question now whether there will be much of a market for them at this price.

* * *

It is expected that there will be plenty of California oranges in the market for the coming Christmas trade. A large direct importer stated to CANADIAN GROCER that he expected to receive a carload the beginning of this week, and that there would be enough oranges for the anticipated demand of the next few weeks.

* * *

The representative of a large Canadian canning company stated to CANADIAN GROCER that there was a considerable enquiry from European buyers for their products, notably for corn and tomatoes. This informant stated that, while the present indications in this market had tended to a lowering of values, especially on tomatoes, he anticipated a trade from over the Atlantic. Already there had been some shipment of corn, and with a short supply of this there is little probability of declines, he stated.

MINCEMEAT

Write, wire or telephone for quotations for prompt or fall delivery.

E. B. THOMPSON

20 Front Street East, Toronto

30 DOZ. CASE FILLERS
ONE DOZ. CARTON FILLERS
¾-INCH CUSHION FILLERS
CORRUGATED FLATS.

**The TRENT MFG. CO., Ltd.
TRENTON - - ONTARIO**

CHOCOLATTA

contains chocolate, milk and sugar in powdered form.

Makes a delicious drink served hot or cold. Suggest it to your customers for Home and Overseas.

NUTRIENT FOOD CO., TORONTO

HIGHEST PRICES PAID

for all kinds of

Poultry and Fresh Eggs

KAVANAGH PROVISION CO.

372 Bleury Street, Montreal

Telephones: Uptown 4620-4621 Night Up 1980

Canada Food Board License No. 9-690

Sugar Bags WANTED

WRITE

E-PULLAN

TORONTO

GROCERS & BUTCHERS

Buy the Best

FANCY DRESSED POULTRY,
SELECTED EGGS, CHOICE DAIRY
AND CREAMERY BUTTER

C. A. MANN & CO.

LONDON, ONTARIO

"Canada Food Board License No. 7-078"

French Doctor desires to represent in Paris, a large house of food producers of a high quality. First-class references and recommendations from responsible Canadians are offered.

Address—Docteur L. Saint-Aubin, 22, Rue de Dunkerque, Paris.

These one-inch spaces only \$1.60 per insertion if used each issue in the year.

All these ads will have position on a live page each week containing reading matter.

Wanted

CLASSIFIED ADVERTISING

Advertisements under this heading 2c per word for first insertion. 1c for each subsequent.

Where replies come to our care to be forwarded, five cents must be added to cost to cover postage, etc.

Contractions count as one word, but five figures (as \$1,000) are allowed as one word.

Cash remittances to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittances cannot be acknowledged.

WANTED

DEAD STOCK OF PATENT MEDICINES. drugs and sundries bought or exchanged. Write The Drug Exchange Co., P.O. Box 1343, Montreal, Que.

WANTED—PAYING GROCERY BUSINESS IN good live town. Box 456, Canadian Grocer.

WELL ESTABLISHED FIRM IN WINNIPEG covering entire West with staff of travellers and branch in Calgary desires one or more good lines of staple goods. Representative of this firm will be in Toronto first week of December. Write Box 464, Canadian Grocer, and make appointment.

WANTED BY OLD ESTABLISHED FOOD product manufacturing concern, salesman for Canada for grocery and table product trade, to sell Royal Salad Dressing and other specialties. Address, giving fullest particulars as to age, experience, and line sold, with references, to The Horton-Cato Manufacturing Co., Windsor, Ont.

KINDLY MENTION THIS PAPER
WHEN WRITING ADVERTISERS

Use this page—the page that is never overlooked—from time to time to put efficiency in your service, and watch it for opportunities.

Everything is classified under appropriate headings, so that you can, at a glance, find what you are looking for. Quite often the want ad page is consulted as a guide to conditions.

Anything used or of interest to the Grocery trade can be located by an advertisement on this page.

Canadian Grocer reaches thousands of the best grocers in the Dominion—the kind you want to speak to.

The cost of this service to you is very small—2 cents per word first insertion, and 1 cent per word for each subsequent insertion of the same advertisement. If you do not wish your name to appear in the ad we have a Box system whereby everything is strictly confidential, for which we charge 5 cents per insertion extra.

Kindly enclose remittance with ad so as to save unnecessary bookkeeping, etc.

FOR SALE

CASH GROCERY BUSINESS AVERAGING \$450 weekly. Dwelling and store combined. Box 440, Canadian Grocer.

FOR SALE — SASKATCHEWAN GENERAL business with post office, established four years. Stock around \$5,000; fixtures \$1,000; store and dwelling house valued \$3,200. \$2,000 cash, balance arranged, monthly payments. Do not reply unless you have \$5,000 or \$6,000 cash. Safest proposition in Saskatchewan where farmers have done well. Owner in poor health. Stock can be reduced to suit purchaser. No exchange commissions. Post office easily earns \$1,000 yearly. Apply Box No. 462, Canadian Grocer.

FOR SALE—ONE OF THE BEST GENERAL merchandise businesses in the County of Huron. Stock about \$7,000. Only store in village. Turnover around \$30,000 a year. Pressed brick dwelling and store. Retiring because of advancing age. Box 458, Canadian Grocer.

FOR SALE—TAYLOR SAFE, GOOD CONDI- tion. 3 wheel, height 41, width 34, depth 29, for \$100.00. Because we have vault now. Market price \$250.00. Carter Bros., Picton, Ont.

WANTED

WANTED TO BUY—USED McCASKEY BOOK- keeping System holding 200 accounts or more must be in good condition. State lowest cash price to Box No. 460, Canadian Grocer.



PAPER BALERS

Turn Waste
Into Profit

Made in 12 sizes.
Send for catalog.

Climax Baler Co.

Steel "Fireproof" Hamilton, Ontario

**The money is yours—and we'll
get it for you.**

That is if you just say the word. Look over your books. See the number of bad accounts and realize that you are losing money on them every day.

**We can get your
money for you**

Ours is a large and reputable organization qualified to collect anywhere.

Write to-day for full particulars and samples of our Special Forms.

NAGLE MERCANTILE AGENCY
Westmount, Montreal, Que.



FIRST AID IN THE KITCHEN +

Tell your customers about Vol-Peek. Tell them how easy the mending of leaky pots, pans, etc., becomes when Vol-Peek is used. No tools necessary. And the mended vessel is ready for use in two minutes or less. Vol-Peek is put up in very attractive display cartons. Your wholesaler can supply you.

H. NAGLE & CO., BOX 2024, MONTREAL.

VOL-PEEK

**"PEERLESS"
in Name
and Quality**



***No trouble at all to sell a
successful product such as this***

WE want you to share with us some of the success we are having in connection with "*Peerless*" Shortening.

Dealers who are handling this product tell us that their customers buy it again and again—because they know they can always pin their faith to it.

For cake and pastry making as a shortening—for frying foods—for every purpose for which a frying fat can be used "*Peerless*" Shortening gives the highest satisfaction.

Not only is it much cheaper than lard or butter—it is more economical in use and goes farther. That's a "worth while" argument these days, isn't it?

The unusually attractive packages make a fine display, too, and are well worthy of the high grade product they contain. Why not order to-day—through our traveller—or by mail?

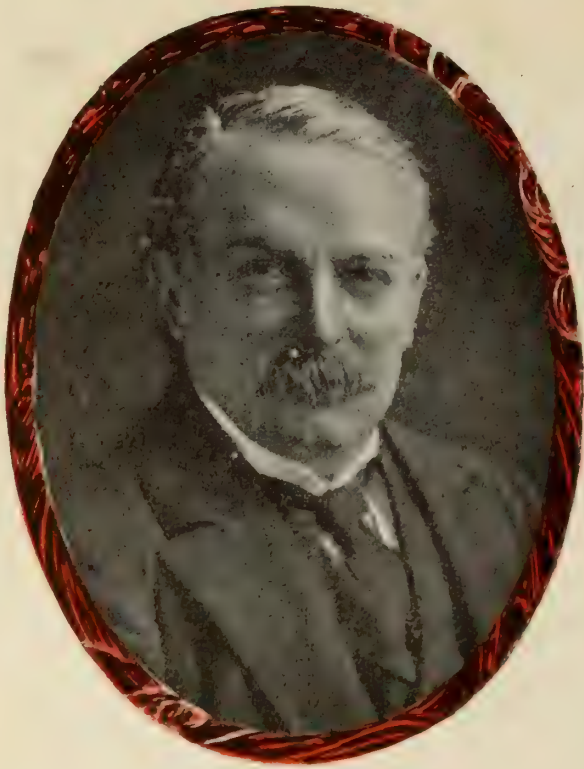
*In 1 lb. Sanitary Cartons and 3 lb., 5 lb.,
10 lb., 20 lb., 50 lb. Bright Red Tin Pails*

THE W. DAVIES COMPANY LIMITED

MONTREAL

TORONTO

HAMILTON



“Timidity is Fatal to Great Action”

—Says Lloyd George

If there had ever been a hair's weight of timidity in the make-up of Lloyd George the fate of the Empire would have been sealed on more than one occasion during his magnificent leadership of the British Cabinet during the great war.

Timidity has no place in the make-up of any successful man. A fair argument, a sound proposition, always get a fair hearing from big men, and when once “sold” that a given course is right they go ahead—and they go ahead to success.

Dayton Automatic Scale

Every merchant wants prosperity—not only in the future but NOW. The way to get it is to preach it and practice it—and get ready for it. If your store equipment is antiquated, you cannot expect to keep up with the keen, competitive conditions that will undoubtedly obtain after the war. Above all you need a Dayton Automatic Scale to guarantee that you get every fraction of every cent for everything weighable that is sold from your store. Do not handicap yourself with your competitor. Let timidity have no place in your business. Get the best. It pays.

Let us send you a copy of our latest catalogue.

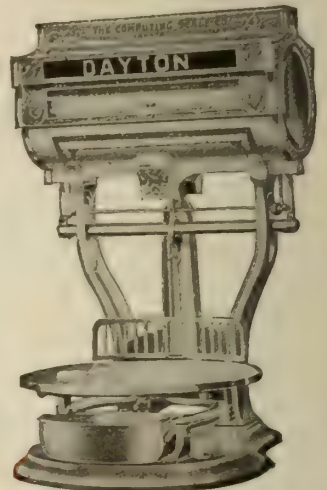
DAYTON COMPUTING SCALES

Royce and Campbell Avenue

FRANK E. MUTTON,
Vice-Pres. and Gen'l Mgr.

Toronto

Also at Montreal
Winnipeg, Vancouver



The famous Dayton Automatic Scale. Made in Canada.

(Division International Business Machines Co., Ltd. Also makers of International Time Recorders and Hollerith Electric Tabulators)

CANADIAN GROCER

Members of the Associated Business Papers Only Weekly Grocery Paper Published in Canada
THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXXII

PUBLICATION OFFICE: TORONTO, DECEMBER 13, 1918

No. 50

WHITTALL CANS

ARE MADE IN CANADA

FOR

*Meats, Vegetables, Fruits,
Syrups, Fish, Etc.*

A. R. Whittall Can Company, Ltd.
MONTREAL

Circulation of Canadian Grocer has been audited by the Audit Bureau of Circulations.
Copy of report will be sent on request to anyone interested.

RICE FLOUR

*Healthy
and
Nourishing*

This product, when blended with other flour, makes whiter bread and better bread. You will be surprised at the difference it makes

*Wholesome
and
Nutritious*

Use anywhere from 10% to 20% Rice Flour.

Mount Royal Milling and Mfg. Co., Limited

Agents:

D. W. Ross Co., Montreal

Mills at

Montreal and Victoria, B.C.

JAMS

MARMALADES

PEELS

John Gray & Co., Ltd., Glasgow

Established over a Century

Cable : Lamberton, Glasgow.

Codes : A.B.C. 4th and 5th Editions.

CONFECTIONERY

MARZIPAN

CHOCOLATE

Agents

Wm. H. Dunn, Limited, Montreal

Maritime Provinces and Western Canada

Lind Brokerage Co., Ltd., Toronto



Let that next order be

Borden's

Borden's



If in the past you have been disappointed with the selling qualities of the "just as good" variety, why not resolve now to always give preference to the old reliable line.

Borden's



Borden's



BORDEN MILK PRODUCTS have established a reputation for purity and wholesomeness that is unbeatable. Hence it is that, wherever displayed the Borden line produces the repeat business which puts more dollars in the dealer's cash drawer.

Borden's



THE
**Borden Milk Company,
LIMITED**

"LEADERS OF QUALITY"

MONTREAL

Branch Office, No. 2 Arcade Building, Vancouver



RECIPE CONTEST

An advertisement will appear in the leading Canadian newspapers early in January announcing a recipe contest in connection with Bowes' Peanut Butter. Many of your customers will want to compete for the

THREE CASH PRIZES OFFERED

And this contest will have great publicity value for you if you sell Bowes' Peanut Butter.

Now, one of the conditions of the contest is that each contestant must purchase a supply of Bowes' Peanut Butter, and you can readily see the advantage of helping your customers compete by keeping your stock of Bowes' Peanut Butter in good shape.

We will gladly mail you a copy of the advertisement which explains this contest, so that you, in turn, can point it out to your customers. Write for a copy.

THE BOWES COMPANY LIMITED

HEAD OFFICE AND FACTORY; TORONTO, CANADA

If any advertisement interests you, tear it out now and place with letters to be answered.

When the Boys Come Home

you will be glad you gave the last dollar you could spare to keep them at the front and to keep them happy, well clothed and well fed.

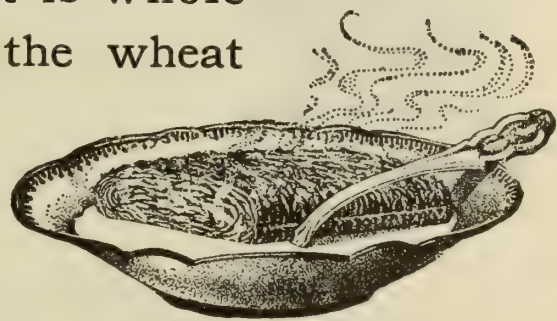
SHREDDED WHEAT

paid its heavy toll for doing a restricted business during the war and it paid it gladly. It was a patriotic privilege. Shredded



Wheat Biscuit is the same breakfast cereal you have always sold—clean, pure, wholesome and nutritious. It is whole

wheat and nothing but the wheat prepared in a digestible form. It requires no sugar—just milk and a dash of salt.



MADE IN CANADA

The Canadian Shredded Wheat Company, Ltd.
Niagara Falls, Canada

Quality Stores Handle Quality Goods

THE prestige that lies behind **McCormick's Quality** means thousands of dollars to the merchants of Canada. The consumer gauges the quality of the store by the variety of high-class, trade-marked goods it handles. The McCormick lines are advertised to the consumer as standard products. Therefore the progressive merchant who keeps in touch with the needs and tastes of his customers is never without

McCORMICK'S Jersey Cream Sodas

They are the highest quality biscuits. They have broken all records in Biscuit Popularity.

The McCormick Mfg., Co. Limited. London, Can.

Branches: Montreal, Ottawa, Hamilton, Kingston, Winnipeg, Calgary, St. John, N.B., Port Arthur
Canada Food Board Licenses -11-003, 14-166



Also makers of
Fancy Biscuits,
Candies and
Chocolates



"EVERY GRAIN
PURE CANE"

To discerning housewives there is no better sugar than ROYAL ACADIA

It has won its popularity through its splendid purity and its unexcelled sweetening properties.

Royal Acadia is the best sugar for you to sell. It assures you regular repeat selling and good profits.

Supplied in 2 and 5-lb. cartons;
10, 20 and 100-lb. bags; half-
barrels and barrels.

The Acadia Sugar Refining Co.
Limited

HALIFAX

CANADA

Every Week with the E.B. EDDY COMPANY OF HULL CANADA

Story for Week Dated Dec. 13, 1918.

Being No. 12 in the Series

What Has A Diving Board To Do With Match-Making?



IN making matches, just as in making history, there is interest in the way things used to be done. That's where the diving board comes in in match-making.

In the early 50's when the Eddy plant was founded, it was a dangerous business to mix the inflammable phosphorus and other explosive ingredients for match heads. To attempt to stir them together like paint with a paddle would mean an explosion and fire. So in the old days at the Eddy plant there might be seen the curious process used to reduce the risk.

The mixing of the materials for match heads was done in covering tubs by the simple expedient of putting the tub on the end of a spring-board just like a diving board, and "jumping" the board steadily for a while. Even then there was danger in opening the tubs, and they had to be opened under water. But that old process has long ago been done away with at the Eddy plant. Other mixing processes were invented and used; but always with the white or yellow phosphorus there was not only risk of fire, but danger to the health of the employees. This the Eddy Company determined to stop.

So, in spite of its much greater cost, they imported "Sesqui" for match-heads, and were using this safe non-poisonous match-head long before the Dominion Government made its use legally compulsory. This indicates the care taken by the Eddy Company of their employees' health, a point which makes for excellence in all Eddy Co. products. The only peculiarity about Sesqui is that it has to be worked in pure washed air of a certain temperature, and that, as you have read previously in this series, is found to perfection in the great modern Eddy plant at Hull.



Some Selling Points About Eddy's "Silent 5" Matches



Eddy's Silent 5 Matches

They are made from selected wood, clear, straight-grained, which will not break off in striking. The wood is clean Canadian White Pine from the Eddy Company's own timber limits.

They are Sesqui tipped, non-poisonous, safe in manufacture and in use, fully conforming to every Government regulation.

They strike silently, and the heads do not fly off dangerously.

They are dipped in a swiftly igniting wax which ensures a clear, strong flame which does not burn down too fast.

They are rendered chemically self-extinguishing by a special process which makes the stick char down to a fibre tough enough to hold the head strongly, even after the match is out, and yet which does not glow red so as to cause risk of fire if dropped on the ground or floor.

Methods of manufacture by which these Special and Successful Selling Points of other Eddy Goods are produced will be described in forthcoming articles in this series.

WE TALKED

in our advertisement last week on
Service and Quality

We have several cars of finest
**California Sunkist
Navels**

from Northern and Southern California rolling, due now. Including one car of the Celebrated **Golden Orange Brand**
(Medium Sizes)

Extra Fancy Oranges

Bananas Lemons Grape Fruit
Cranberries and Malaga Grapes

Send us your Xmas orders early and let
us prove we can give you
Quality and Service

The House of Quality

HUGH WALKER & SON

GUELPH

ONTARIO

Established 1861

Canada Food Control License Nos. 3-090, 3-204

CLARK'S

You doubtless know, Mr. Grocer, that "*Quality*" is the best *Reputation Builder*, and that the sale of quality goods is your best advertisement.



PORK AND BEANS



Clark's Pork and Beans have the quality that makes satisfied customers. The name that guarantees. The reputation which makes easy sales.

ARE SELLERS

W. CLARK, LIMITED, MONTREAL

Canada Food Board License No. 14-216

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

The service department of Canadian Grocer will gladly assist manufacturers at home and abroad in making arrangements with the firms in all parts of Canada whose announcements appear on this page.

WESTERN PROVINCES

MANITOBA
SASKATCHEWAN

Wholesale Grocery Commission
Brokers

ALBERTA
WESTERN ONTARIO

H. P. PENNOCK & CO., Ltd.

Head Office: WINNIPEG Manitoba

We solicit correspondence from large and progressive manufacturers wanting active and responsible representation west of the Great Lakes. An efficient selling organization, and an old-established connection with the trade, place us in a position to offer you unexcelled facilities for marketing your products. Write us now.

"Always On The Job"

The H. L. Perry Co., Ltd., 214-216 Princess St., Winnipeg

As your Selling Agents, we can make a big success of your Account.

STORAGE

DISTRIBUTING

FORWARDING

SIX HOUSES IN WESTERN CANADA

W. H. ESCOTT CO., LIMITED

Winnipeg, Man.

W. H. ESCOTT CO., LIMITED

Calgary, Alta.

W. H. ESCOTT CO., LIMITED

Saskatoon, Sask.

W. H. ESCOTT CO., LIMITED, Fort William, Ont.

W. H. ESCOTT CO., LIMITED

Regina, Sask.

W. H. ESCOTT CO., LIMITED, Edmonton, Alta.

WHOLESALE GROCERY BROKERS, MANUFACTURERS AGENTS, IMPORTERS

Consignments Solicited

HEAD OFFICE: 181-183 Bannatyne Ave. East, WINNIPEG

Write Us



We can market your product in the West

Our men are continually in touch with both the Wholesale and Retail Trade—some of them do Retail work exclusively. And in addition to this you will have the prestige of a well established and widely known firm back of your product.

We are agents for Christie's Biscuits
and Robertson's Confectionery

Scott-Bathgate Company, Limited, Winnipeg

Wholesale Grocery Brokers and Manufacturers' Agents

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

PUGSLEY, DINGMAN CO., LIMITED
JOHN TAYLOR & CO., LIMITED
ETC., ETC., ETC.

We represent some of the best manufacturers,
of whom the above are examples. We will give
your line the same attention.

F. D. COCKBURN CO.
WINNIPEG

G. B. Thompson & Co.

Wholesale Commission Brokers and
Commission Agents

We can handle a few more good lines.
Storage Warehouses and Transfer Track.
149 Notre Dame Ave. E. - WINNIPEG
Established 1898.

D. J. MacLeod & Co.

Manufacturers' Agents
and Grocery Brokers
EDMONTON, ALTA.

Open to negotiate for new lines in Alberta.
Our staff calls on wholesale trade and does
detail work.

A. M. Maclure & Co.

MALTESE CROSS BUILDING
WINNIPEG

IMPORTERS, BROKERS
MAN'F'S. AGENTS
GROCERY, DRUG AND
CONFECTIONERY
SPECIALTIES

C. H. GRANT CO.

Wholesale Commission Brokers and
Manufacturers' Agents

1206 McArthur Bldg., Winnipeg
We have the facilities for giving manu-
facturers first-class service.

Williams Storage Co
WINNIPEG

Lessees
WINNIPEG WAREHOUSING CO.
288 Princess Street

Owners
C. S. TURNER CO.
147 Bannatyne Avenue
Prompt and Efficient SERVICE

Bonded or Free Storage
Track Facilities Steam Heating
WAREHOUSING DISTRIBUTING
STORAGE

WATSON & TRUESDALE

Wholesale Grocery Brokers and Manufacturers' Agents

Have live men doing detail work throughout our territory. Manitoba,
Saskatchewan and Alberta. They get the business, and can get it
for you. Write us, and we will explain our system.

156 LOMBARD STREET - - WINNIPEG, MANITOBA

Trackage
Storage
Distri-
bution

Donald H. Bain Co.

Wholesale Grocery Commission Agents

A sales force of competent men.

Ample capital—and the reliability that goes with it.

A record of results—and the prestige that follows it.

An energetic, result-getting organization—with satisfied clients to
prove it.

Are all at your disposal if WE represent you.

Every branch a business in itself, directed by capable, experienced
managers.

All varieties of Food Products.

If you want results get in touch with us.

Head Office: WINNIPEG

Branches—REGINA, SASKATOON, EDMONTON, CALGARY, VANCOUVER

Canada Food Board License No. 6-450

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

The service department of Canadian Grocer will gladly assist manufacturers at home and abroad in making arrangements with the firms in all parts of Canada whose announcements appear on this page.

ONTARIO

W. G. PATRICK & CO. Limited

Manufacturers' Agents
and Importers

51-53 Wellington St., W. Toronto

MACLURE & LANGLEY Limited

Manufacturers' Agents
Grocers, Confectioners and Drug
Specialists

12 Front Street East Toronto

W. F. ELLIOT

Importer & Manufacturers' Agent
(Cor. Leith and Hardisty Sts.)

FORT WILLIAM, ONT.

Established 1909.

SAY YOU SAW IT
IN CANADIAN GROCER
WHEN WRITING TO
ADVERTISERS

W. G. A. LAMBE & CO.

TORONTO

Established 1885

SUGARS

FRUITS

Use Our Condensed
Advertisement Page
for Your Wants

WAR CONDITIONS

necessitate the prohibition
of export of all foodstuffs
from the United Kingdom.

SPRATT'S

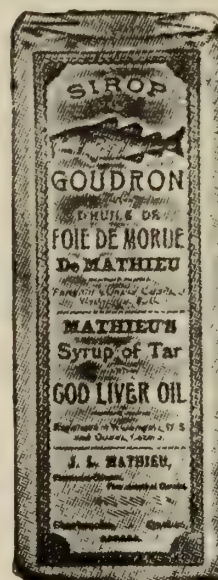
DOG CAKES

POULTRY FOODS, CANARY AND PARROT MIXTURES

pending the removal of
the embargo, can be
obtained from

SPRATT'S PATENT (America) LTD.
Newark, New Jersey.

London (Eng.), Spratt's Patent Limited
24-25 Fenchurch Street, E.C. 3.



Always a
big winter demand
for this

Winter is a season
of colds, coughs,
chills and many
other more or less
dangerous ailments.

Mathieu's Syrup of Tar and Cod Liver Oil

is the best preven-
tive of such troubles.
It is a good tonic
and a splendid body
builder.

Tell your customers
about it. It will pay
you.

J. L. Mathieu Co.

Proprietors
Sherbrooke - Quebec

"Golden Nut" PEANUT BUTTER

C. & J. JONES, WINNIPEG

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

The service department of Canadian Grocer will gladly assist manufacturers at home and abroad in making arrangements with the firms in all parts of Canada whose announcements appear on this page.

QUEBEC

ROSE & LAFLAMME LIMITED

Commission Merchants
Grocers' Specialties
MONTREAL TORONTO
Canadian Food Control License Nos. 6-236/7/8

THE S. G. BENDON UTILITY CO.

Brokers and Commission Agents
87 Notre Dame St. W. - Montreal.

License No. 6-933
Try our Utility Service. Don't wait, do it now.
Agencies Wanted.

JOHN E TURTON

Wholesale Grocery Broker
BOARD OF TRADE BUILDING
MONTREAL

H. D. MARSHALL

Wholesale Grocery Broker
OTTAWA MONTREAL HALIFAX

Paul F. Gauvreau

Wholesale Broker. Flour, Feed, Provisions
84 St. Peter Street, Quebec

On demand will quote Salted Cod Fish,
Salted Salmon. Buyer of all kinds of
feeds and grains.

J. L. FREEMAN & CO.

Wholesale Grocery Brokers
St. Nicholas Bld. - Montreal

MARITIME PROVINCES

C. B. HART, Reg.

Montreal, P.Q.
Grocery and Chemical Brokers
Commission Agents

Schofield & Beer, St. John, N.B.

Manufacturers Agents
Agents for: Acadia Sugar Refining Co.,
Ltd., of Halifax, N.S.; W. C. Mac-
donald, Regd., Montreal, P.Q.; F. W.
Berk & Co., London, Eng.; The T.
Upton Co., Ltd., Hamilton, Ont.

GAETZ & CO.

MANUFACTURERS' AGENTS AND
GROCERY BROKERS
47-49 Upper Water St., Halifax, N.S.



IT'S THE REAL MACKAY

Dealers should keep MacKay's well displayed and so link up with our widespread consumer advertising.

Your wholesaler has it.

Recommended by Dr. McGill, Ottawa, Dominion Medical Analyst.

John Mackay Co., Limited

BOWMANVILLE, ONT.

Only Exclusive Pot and Pearl Barley Mill in Canada

Mackay's Pearl Barley Flour

Made - in-Canada.
A "Barley Food"
without a peer.
A seller and a
"repeater."

Just the thing for
infants, invalids
and old people.
Gives a delightful
flavor to soups
and gravies.



"Um-m!
It's good!"

That's what
your most crit-
ical custom-
ers will say
when they
taste Marsh's
Grape Juice.

Afterwards
they'll ask you
for it.

**The Marsh Grape
Juice Company**
NIAGARA FALLS - ONT.

**The MacLaren Imperial
Cheese Co., Limited**
Toronto, Ont.

Ontario Agents:
ROSE & LAFLAMME
Limited Montreal, Que.

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

The service department of The Canadian Grocer will gladly assist manufacturers at home and abroad in making arrangements with the firms in all parts of Canada whose announcements appear on this page.

BRITISH COLUMBIA

Squirrel Brand PEANUT BUTTER

C. T. NELSON

GROCERY BROKER

105 Hibben-Bone Bldg., Victoria, B.C.
In touch with all British Columbia wholesalers and jobbers, and can place your line to best advantage. Live men calling on retail trade.

Victoria

Vancouver

W. L. MACDONALD & CO.

Manufacturers' Agents
and Importers

736 Rogers Bldg.

VANCOUVER, B.C.

The Robert Gillespie Co.

Importers and Exporters

323 Homer St., Vancouver

Live Salesmen covering Alberta and B.C.

LITTLE BROS. LTD., VANCOUVER, B.C.

Established 15 Years. Live Staff of Salesmen. First-Class Storage and Warehouse Facilities.

We can place one or two good specialty lines on the B.C. market. If you want live representation, write us to-day.

ALBATROSS BRAND
TRADE MARK
CLAYOQUOT-SOUND CANNING CO. LTD.
J. L. BECKWITH, AGENT
VICTORIA, B.C.

FRESH BRITISH COLUMBIA
PILCHARD
INDIVIDUALLY PACKED IN SEALED CANS

DIRECTIONS
WHEN REQUIRED
HOT PLACE THE
CANS FOR 10
MINUTES
OPENED INTO
BOILING WATER
FOR TEN
MINUTES

Your Customers Will Like

**ALBATROSS
BRAND**

PILCHARD

It is a wholesome and delicious Sea Food and with the prevailing big demand for fish dealers will find Albatross Brand Pilchards a quick-mover and a good money-maker, too.

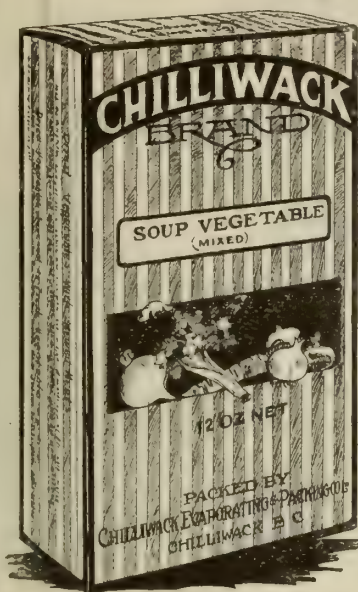
Clayoquot-Sound Canning Co., Ltd.

J. L. BECKWITH, Agent
VICTORIA - B.C.

EL ROI-TAN PERFECT CIGAR

Please Mention this Paper when Writing to Advertisers

**When fresh vegetables
are scarce**



comes a big call for such a delicious line as Chilliwick Brand Julienne.

Evaporated potatoes, carrots, turnips, onions, peas and beans are scientifically mixed to produce this delightful vegetable soup. It can also be used for boiled vegetable dinners.

Remember — it has the same flavor as fresh picked garden vegetables.

Your jobber will supply you.

**Chilliwick Evaporating
& Packing Company**

415 Dominion Bank Bldg., Vancouver

**“PRIMROSE”
PILCHARDS**



*Strictly Prime
Quality*

Ocean Caught

Packed Only By Hand

*Rich in flavor and high
in food value*

Defiance Packing Co., Ltd.
Head Office: VANCOUVER B.C.

Canneries at West Vancouver and Port
Renfrew, B.C.

Sales Agents: Balfour, Guthrie & Co.
Vancouver, B.C.

**Salmon
Commandeered**



**SNOW CAP
BRAND
PILCHARDS**

are more delicious than
SOCKEYE

and are less than half the price.

For Salads and Sandwiches

*They are More
of a Dainty
Than Tuna
Fish*

**“Snow
Cap”**

is Hand Packed
by

The Nootka Packing Co., Ltd.
NOOTKA, B.C.

**Imperial Rice Milling
Co., Ltd.**

VANCOUVER, B.C.



**We are offering the best value
in Rice on the Canadian
market to-day.**

Canada Food Board License No. 4-517

The Trade Newspaper the Logical Medium for Your Advertising These Days

WHY?

The merchant is buying very carefully these days. The high prices of all foodstuffs make it absolutely necessary not to overstock.

He picks out lines suitable to his trade that he knows he can recommend and push.

There are a lot of new clerks in stores throughout Canada, because of the heavy enlistments for army service. These new clerks know very little about the goods in stock, and wise manufacturers realizing this are using liberal space in trade newspapers to educate the clerks, so they can talk their lines and make more sales.

Ten thousand housewives in Boston, Mass., were asked to express on a printed form, the reason for their use of 100 articles sold through the grocery trade.

FIFTY-SEVEN PER CENT. of this large number of grocery customers recorded the fact that it was the influence of their GROCERY DEALERS which was responsible for their use of these household articles. Twenty-five per cent. recorded newspaper advertising as responsible and the remainder were distributed over a number of other reasons such as bill-board advertising, friend's influence, etc.

Does this not indicate that the DEALER'S INFLUENCE is a mighty big element in selling? Where the Dealer has been interested and is lining up his support and that of his clerks, behind a certain line, is where biggest sales are being made.

You can enlist this big army of merchants and clerks in your service by forceful and educative advertisements in Maclean trade newspapers.

	Issues per year	Minimum price for page space	Cost for a year's advertising
Dry Goods Review	12	\$35	\$ 420
Men's Wear Review	12	30	360
Canadian Grocer	52	30	1,560
Hardware and Metal	52	30	1,560
Bookseller and Stationer	12	30	360
Sanitary Engineer	24	21	504

We invite correspondence on this subject of advertising in one or other of these retailers' newspapers.

The MacLean Publishing Co., Ltd., Toronto, Canada

Also at MONTREAL, WINNIPEG, NEW YORK, CHICAGO, BOSTON and LONDON, ENG.

There are customers
in your locality
who want

PREDIGEST DOG BISCUITS

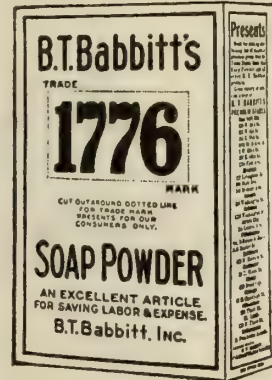
**THEY ARE
GOOD SELLERS**

An ideal food for dogs of all breeds, composed of meat scraps, cereals, vegetables and ground bone. All thoroughly cooked and sterilized, entirely different from other makes of dog biscuits that contain only flour and water.

ORDER THROUGH YOUR WHOLESALE OR DIRECT
PREDIGEST FOOD COMPANY Limited
TORONTO CANADA

You give her big value when
you hand her

BABBITT'S "1776" SOAP POWDER



Not simply a washing compound but a true-to-name SOAP Powder.

Will not hurt the hands nor injure the most delicate fabrics.

Canadian Headquarters:
180 St. Paul St. West, Montreal

Canadian Selling Representatives:
Eastern Canada: W. H. Dunn, Ltd., Montreal
Ontario: Dunn-Hortop, Ltd., Toronto
Man., Sask., Alta.: Watson & Truesdale, Winnipeg

What Line of Milk Products are You Selling?



We offer you an All-Canadian line that for flavor and quality are the equal of any imported brands whatever.

People who use Malcolm Milk Products once will need no urging to continue using them.

If your store is located in any part of Ontario, Quebec, or the Maritime Provinces we will ship you a 5-case lot, freight prepaid, up to 50c per 100 lbs.

The Malcolm Condensing Co., Limited

ST. GEORGE, ONT.

"The Only All-Canadian Milk Company"

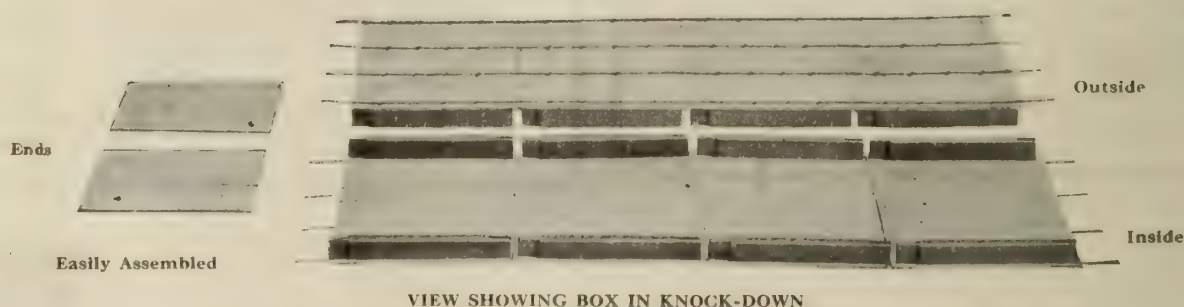


Let us quote on your requirements in Packing Cases

WE ARE MANUFACTURERS OF THE

4-One Wirebound Boxes

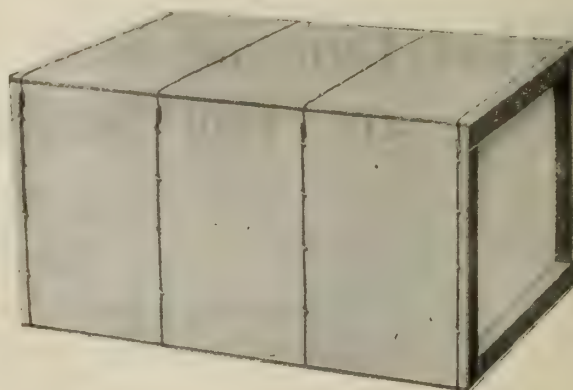
Famous for Economy



They are **Light**—means a saving in freight.

They are **Strong**—means goods arriving in good condition, thereby eliminating claims.

They are **Secure**—means contents cannot be pilfered in transit.



When requesting samples and prices give the following information consecutively: Size of box (inside measurements) length, width, depth, weight of contents.

CANADIAN WOOD PRODUCTS
TORONTO LIMITED

"SALTESEA" OYSTERS

If you want your Christmas dinner a success, put my name along with the turkey and fixin's. I will make a nice cocktail or help with the dressing or sauce.



Direct from Ocean
to your table, abso-
lutely CLEAN and
PURE.

Send for Sample
Case TO-DAY. Or-
der EARLY and be
sure of your supply.

ACTUAL SIZE

The Oceanic Oyster Company of Canada, Limited

Wholesale Dealers in Oysters EXCLUSIVELY

609 ST. JAMES STREET

MONTREAL, P.Q.

Canada Food Board License No. 1068

The Dessert Problem

In these days, when sugar is precious, your customers are keen for tempting desserts that don't use up their small sugar allowance. What could be better than

Shirriffs's Jelly Powders?



They satisfy the sweet-tooth and make the most delicious and attractive desserts.

There is a fine choice of fruit flavors, including pineapple, wild cherry, lemon, raspberry and strawberry.

Show them to your customer and suggest

a package for next day's dessert. She will be grateful for a suggestion that will lighten her labor, save sugar, and yet enable her to serve a dessert which will delight the whole family.

If you are not acquainted with this rapid seller, write us for full particulars.

IMPERIAL EXTRACT CO., TORONTO

Canada Food Board License No. 14-91



For years and years, the purity and quality of Windsor Salt have been the standby in the Grocery trade of Canada.

This is why practically every grocer sells

Windsor Table Salt

Made in Canada

THE CANADIAN SALT CO., LIMITED

261

Do you need a good man?

Are you looking for a suitable partner, a wide-awake clerk, or an aggressive salesman?

Our Want Ad. Page is the most direct, the surest way to reach the man you want. The men who will read your ad. in the CANADIAN GROCER are men of ambition, keen-edged fellows—the very best class from which to select the man to fit in with your requirements.

And it only costs you two cents a word to talk to these men through a CANADIAN GROCER Want Ad. Just two cents a word to reach your man quickly!

Send along your ad. to-day. Forms close Tuesday each week. Rates: 2c word first insertion, 1c word each subsequent insertion; 5c extra for Box No. per insertion.

Send along your ad. to-day.

The Canadian Grocer

143-153 University Ave., Toronto

ANNOUNCING A NEW LINE

TEAR THIS PAGE OUT AND FILL IN YOUR ORDER BELOW

Argyll Bute
LIMITED
637 St. Urbain St.
MONTREAL



Ontario Selling Agent
Walter S. Bayley
30 Front St. E.
TORONTO

MANUFACTURERS, BLENDERS AND PACKERS OF

FISH PRODUCTS

SCOTCH SNACK
SOMETHING NEW
in a
DELICIOUS PURE
APPETIZING
FISH BLEND
with a
SNAPPY NAME
and
CATCHY LABELS
put up in
GLASS

The
NEATEST PACKAGE
in the
MARKET
RETAILS AT
30c and 50c
WILL EARN
25% ON YOUR
GROSS SALES
SEND YOUR CHECK
for a
SAMPLE DOZEN
OR MORE
OF EACH SIZE
WE WILL GUARANTEE
THE SALE
or
TAKE BACK ALL UN-
SOLD SCOTCH SNACK

Gentlemen:—

We are manufacturing for the first time in Canada one of the most delicious original Scotch recipes for Bloaters Paste.

Made from rich, meaty, juicy, Canadian deep sea fish, the finest in the world, deliciously smoked and cured to retain their full natural flavor and freshness, blended with the choicest oils and spices, this new Fish Food delight will earn you new customers and please your old.

We have named this new Fish Food "SCOTCH SNACK." It is prepared, blended and packed in a new factory under perfect sanitary conditions. The fish is boned and stripped on white vitralite tables, minced and blended in enamel-lined cutters and mixers, then automatically packed in sterilized glass jars, sealed with pure parowax and goes to you clean, sweet, wholesome, delicious.

SCOTCH SNACK is the most delicious fish "spread" in the world. Our food experts have spent months in experimenting and thousands of dollars to produce it.

SCOTCH SNACK is delicious on hot toast for breakfast, for lunches, in salads, croquettes, omelets, spread on bread or crackers, in sandwiches, and hundreds of other ways.

SCOTCH SNACK is our attractive registered trade name, is packed in glass jars, in two sizes which retail at 30c and 50c. Our price to the grocer is \$2.50 and \$4.50 per dozen, thus giving the grocer 30% on his gross sales.

OUR OFFER—We will prepay all orders for two dozen or more jars of SCOTCH SNACK on this advertisement.

OUR GUARANTEE—We will refund the purchase price of all jars of SCOTCH SNACK returned unsold.

Here is a big opportunity—with no chance to lose. Tear out this page. Pin your Check, P.O. Order, or Money to it. Fill in your Order and mail it to us.

Please ship us doz. Jars "SCOTCH SNACK" No. 1, @ \$2.65.

..... doz. Jars "SCOTCH SNACK" No. 2, @ \$4.50.

For which we enclose our Check....., P.O. Order, Cash.....

NAME ADDRESS

BRING the JUNKERS to JUDGMENT!

"IF William Hohenzollern and the German butchers who engineered the war are not brought to trial and the lesson driven home that the world brooks no license in the name of Kultur, then our Canadian soldiers have died in vain. No peace," declares MACLEAN'S MAGAZINE, "will be satisfactory to Canada that leaves them at large."

Read this powerful article in the December issue of MACLEAN'S, in which it is declared that Canada is a unit in demanding stern measures. "There is no mawkish sympathy here, no tendency to grant dangerous favors to a foul-fighting opponent who has taken the count."

It is asserted that Canadians as a whole want:

1. No softening of armistice terms.
2. Canadian representation at the Peace Conference.
3. Banishment of all Hohenzollerns from Germany that the seeds of autocracy may be uprooted.
4. The punishment of the criminals who started the war and conducted it so ruthlessly.
5. The payment of an indemnity to Canada to cover our war bill.

It is an unsparing, outspoken expression of Canadian opinion—an article that deals hammer-blows at the tendency abroad to shield Germany.

An All-Star Line Up This Month

Other features in this issue are as follows:

Baker's Message to Canada, by *Private Peat*
Now That the War is Won, by *Lieut-Col. J. B. Maclean*

The Wife, by *Robert W. Service*

The Strange Adventure of the Dummy Chucker, by *Arthur Stringer*

Greetings to Canada, by *Charles M. Schwab*

The Rank and File (political article), by *J. K. Munro*

The Three Sapphires, by *W. A. Fraser*

Chronicles of the Klondyke, by *E. Ward Smith*

The Minx Goes to the Front, by *C. N. and A. M. Williamson*

An Unsolved Mystery, by *Lieut. C. W. Tilbrook*

Buy an Extra Copy for Husband, Brother, Friend, and Send Overseas

Over 65,000 Canadian Families Buy

MACLEAN'S

"CANADA'S NATIONAL MAGAZINE"

DECEMBER ISSUE

**Now On Sale
At All News Dealers**

20c Per Copy. \$2.00 Per Year.

Dealers who have not been handling MACLEAN'S should secure copies at once from their nearest Wholesaler.

SELECTED and blended by experts who have had long years of experience in the tea business---that's why Red Rose is **ALWAYS** "good" tea.

T. H. Estabrooks Co., Limited

St. John Toronto Winnipeg Calgary

Canada Food Board License No. 6-276



100 per cent. Efficiency Assured

BUYERS of Egg-O Baking Powder always look for more. That is the best testimonial we have to offer. It is made to meet the demands of the expert cook. It is 100 per cent. efficient, and that efficiency is assured whether it is used when purchased or months hence. Why? Because we make it right, and pack it right.

Over 80 per cent. of Baking Powder users in the United States use a combination Baking Powder because it is the best kind of Baking Powder. Egg-O is a combination powder possessing all the ingredients that make it wholesome and efficient.

EGG-O IS THE ONLY CANADIAN-MADE COMBINATION BAKING POWDER WIDELY ADVERTISED ON THE CANADIAN MARKET — SELL YOUR CUSTOMERS THE POWDER MOST PEOPLE ARE BUYING, AND THEY WILL BE SATISFIED.

EGG-O BAKING POWDER COMPANY, LIMITED
Hamilton, Canada



Let her see your stock of
KEEN'S
Oxford Blue

Don't hide away your stocks of Keen's Oxford Blue. Keep a display always out where the housewife will be sure to see it. One of our handsome counter displays (like the one here illustrated) will help your sales immensely. Ask us to send you one.

Remember—Keen's Blue is known
 and appreciated in every
 community

Magor, Son and Company, Limited

191 St. Paul St. West, MONTREAL 30 Church Street, TORONTO

Mr. Grocer!

Here are the goods you are looking for
 Pure Spanish Olive Oil, put up in cans of all
 sizes.

Olives, Queens and Manzanillas, put up in
 pails of 7½ gals., 15 gals., barrels—49 gals.

Salad Oil in gallons, ½ gals., 1 qt. cans.

Romano Cheese

Macaroni

Tomato Paste

Peas and Beans, Imported and Domestic

French Peas, in cans, Petit Pois.



Write us for quotations.

Watch this advertisement each week.

ABOOSAMRA KOURI

Wholesale Importer of European Groceries

31-33 BONSECOURS ST.

MONTREAL

CANADIAN GROCER

Vol. XXXII.

TORONTO, DECEMBER 13, 1918

No. 50

Growing Market in Chocolate Trade

Spread of Prohibition Immensely Increases Demand — Interesting Fluctuations of the Cocoa Bean Market Due to War Conditions—Prices Expected to Remain High

IT seems strange to suggest any connection between the chocolate industry and the prohibition movement, but it is a fact that the spreading waves of the prohibition movement are not only putting this industry in a foremost place in the manufacturing world, but is practically assuring stable market conditions for the chocolate and cocoa products.

The reason for this is simple. The drinker, deprived of his drink, takes to eating candy. That is a fact, though many people may not realize it. It is borne out by the fact that in the States of the American Union where prohibition is in force, the consumption of candy is about thirty times as great as in the wet states. Retailers state also that there is a growing demand by men for candy in bags rather than in boxes, an indication that it is to be eaten out of the pocket. It is a simple suggestion, but it points the way to a great development. Manufacturers are seeing the signs of the times, and a comparatively small Chicago firm has purchased a great tract of land on the shores of Lake Michigan on which to erect the largest chocolate plant in the world, because they believe in the future of this industry.

This fact at the moment is of importance, because it indicates what may be expected in this country at the present and near future.

Cocoa Bean Prices Low During War

Cocoa beans during the course of the war were quoted exceedingly low, large stocks in producing countries and difficulty of finding transportation was the cause of this condition, that from 1911 on through 1915 kept the average price for good Trinidad and West African cocoa beans at around 13 cents a pound.

Owing to heavy purchases by neutral countries for German account there was a speculative rise in this product in 1916 of about 5 cents, making the 1916 price 17½ to 18 cents. The declaration of the British blockade of German ports shut off this profitable market and left the producing countries with large stocks and practically no outlet, so that cocoa beans were selling at 11 cents on the market, or roughly, 6½ cents at producing points.

The signing of the armistice, with its

suggestion of better marketing conditions, sent prices skyward again until they ranged from 18 to 21 cents. From this spectacular rise there has been a reaction that is at present in force. Declines have already amounted to one cent. off these figures, and may in all probability show further reductions. It is generally believed, however, that there is a limit to these declines as there is a general confidence that with the more settled conditions of next spring prices will settle around 20 cents. As a result of this impression there is not much likelihood of any great slump in prices at the present time, as any such condition would bring about a heavy buying movement that would at once re-establish the market on a sounder basis.

There has, up to the present, been a plentiful offering of cheap cocoa beans from West Africa. For months past they have been going begging at 6 cents. In the West African cocoa districts there are 500,000 bags of last season's crop, and a new crop that will shortly be available, estimated at 800,000 bags. That would seem to suggest the possibility of easier prices, with such large stocks available at low figures. These figures however only represent a market under

the present abnormal shipping situation and could not last under any other condition. As a proof of this fact it has been reported, during the last few days, that three ships loaded with 100,000 bags each are expected to clear from West African ports for Liverpool during the next month. As a result of this opening market the price has advanced from 6½ cents to 11 cents, and the West African is still the cheapest market.

Cocoa Butter Advances Sharply

Another indication of the strong position of the chocolate products is the fact that while cocoa butter, a by-product of the manufacture of cocoa, which has been quoted for a long time at 27 to 28 cents, advanced after the armistice from 34 to 36 cents, with few sellers at these figures. It would seem logical to expect that a sharp advance in cocoa butter would forestall any advance in cocoa. This is not the case, however, one large manufacturer, having advanced prices on large shipments twice in the past ten days.

As far as the Canadian trade in cocoa and chocolate is concerned, it is not anticipated that there will be much change for some time to come at least, certainly no marked declines are likely inside of the next four months. Beyond that it is more or less a matter of opinion. At present Canadian manufacturers are fairly heavily stocked, with well bought supplies. Present prices are based on the costs of these stocks that were materially lower than present prices. It depends therefore what the conditions are when these manufacturers have again to go into the market for supplies, whether or not declines are possible. Some stocks are already going into storage on long term contracts at fairly high figures, which indicates that some manufacturers at least are ready to back their judgment that there will be no material decline.

Withdrawal of Sugar Restrictions Will Increase Trade

It is also to be remembered that there are other conditions that for some time past have curtailed the use of chocolate, and have contributed to a low primary market price. Among these might be



The pods which contain the cocoa beans used in the manufacture of cocoa and chocolate.

noted the shortage of sugar. Stocks of cocoa beans in the hands of manufacturers that are ample under present conditions would be soon exhausted if these restrictions were removed, and these companies able to work at capacity. At present they are limited to a consumption of sugar equal to 60 per cent. of their 1917 average. Of course this has been in a measure compensated for by the use of other substances, but despite that fact there has been a material decline in production, whereas there is a demand that would enable a night and day run of the factories were sugar stocks available.

In the United States the imports of cocoa beans have been limited to 43,000 tons as a supply to meet the requirements of the American trade from Sep-

tember to the end of the year. This is based on a 64 per cent. of the consumption in the last six months of 1917.

With an easing in the sugar situation, and there is every reason to believe that within the course of a month or so there will be a very measurable improvement, this will probably release the cocoa manufacturers from the restrictions imposed upon them, and will ensure a largely increased demand for the raw product. From Europe the demand is expected to be phenomenal; Germany and Austria were large chocolate and cocoa users prior to the war, and will be so again, so that stocks that during war times with the curtailed demand and inadequate shipping facilities to meet that demand, had a tendency to let stocks accumulate at producing points and depress

the market, are not likely under present conditions to be more than sufficient to meet the demand. And once more, there is the great factor of the demand growing out of the prohibition movement that is to be one of the forces in maintaining prices.

What the effect will be on the manufactured product it is difficult to foretell. Months will probably pass at the least before any change can take place, and the change that will then come will be dependent in the first place on the cocoa bean market, which, judging from the evidence given above, is not likely to be easier, and to the enlarged demand and better shipping facilities. All these factors are too uncertain to justify any absolute pronouncement, but the chances do not favor any large declines.

B.C. Salmon Not Yet Moved

Latest Advice Indicates That Large Part of British Government Purchase is Still at Coast Awaiting Decision in Price Matter

THE trade as a whole were quite startled last Friday when a report appeared in the daily papers that \$8,000,000 worth of canned salmon in British Columbia, which was commandeered by the Canadian Government on behalf of the British Ministry of Food, had all been shipped. The statement which the daily papers published and which is attributed to the Canada Food Board Office, is as follows:

"The statement that the Government had purchased eight million dollars' worth of canned salmon in British Columbia, which is still on hand and unsold, is wholly incorrect, says the Canada Food Board. The purchase was made on behalf of the British Ministry of Food, on terms determined by the War Purchasing Commission. The salmon has all been shipped, and the terms of payment have been complied with.

There is still a small amount in dispute to be arranged as a matter of settlement. It was a purchase with regard to which the Government of Canada had nothing to do, except as acting as intermediary, there being a difference as to price and terms between the purchasing agency and the salmon canners. The British Columbia salmon canners wanted a price higher than the Washington State prices, but the instructions of the Canada Food Board providing for an adjustment were confirmed by the Dominion Government."

Now, just what are the facts of the case? On November 16 in one of the Vancouver daily papers a statement was published showing that only 4 per cent. of the commandeered salmon had been shipped, while the balance, valued at about eight million dollars, had not been shipped. On November 29, in CANADIAN GROCER, information received from the canners showed that they expected to hold a conference with

PRICE-FIXING COMMISSION KINDLY DISPOSED TOWARDS B. C. PACKERS' DEMANDS

Ottawa, December 11.—Special.—The first conference of the commissioners meeting at Ottawa to set the price on the salmon commandeered by the Food Board for the British Ministry of Food, was held on Monday of this week.

W. Barker, H. Doyle, H. Desbrisay, and C. B. Mess have been in city several days in consultation with War Purchasing Commission regarding this matter.

No agreement has been reached as yet. It is understood that the canners are asking a price 25 per cent. in advance of that paid to Washington canners and are complaining regarding brokerage commission going to purchasers rather than being applied as an increase in price to canners. A second session is being held this afternoon, when a price will probably be agreed on, as the commission seems sympathetic to avoid the position of the canners. The canners have had advances well up to total ultimate price and the general tone of the conference seems amicable. The board is concerned with the matter of price only, and any other complaints must be settled with the Government. Chairman Thomson of the Food Board has been absent in New York all this week, and on his return further conferences will be held with the canners.

TRADE WILL NOT GET MORE THAN ALREADY PROMISED

Vancouver, B.C., Dec. 11.—Special.—H. B. Irving, of the Anglo British Columbia packers, states that about 30 per cent of the salmon pack requisitioned has been shipped, but that all has been turned over to the Government. The trade will not get more than has already been promised.

the War Purchasing Board and the Food Control Board on or about Dec. 10 in an endeavor to decide whether Canada would get any of the better grades of salmon and what the price on the amount taken over was to be. There was no indication at that time that any further shipments of salmon had been made, and it is inconceivable that eight million dollars' worth of salmon has been moved in the last ten days. There certainly must be a hitch some place, for the canners claim that their warehouses are loaded-up with the salmon, whereas the Food Board statement above says that the salmon has all been shipped, and the terms of payment have been complied with.

There seems to be a disposition on the part of some Food Board officials to give out information without giving due regard to what are the facts of the case. It would appear that one official gives out certain information which is contradicted the next day, or possibly the same day, by another official. At the same time the trade and the public at large are asked to co-operate with the Food Board, but if there is any way in which the people as a whole, whether dealer or consumer, could keep up with the regulations and the requests which have emanated from Food Board officials, some of which were absolutely impossible, and later withdrawn, it would be mighty hard to determine.

The Taking Over a Business Deal

There seems to be no doubt that the packers have room for complaint. In the first place, when this was registered, it was intimated that they were taking anything but a patriotic stand. They were considering the dollar rather than the needs of the British people. As far as can be learned, the British Gov-

ernment, at the dictation of British importers, asked that they make a request to the Canadian Government to have certain grades and quantities of salmon taken over for the civilian population of Great Britain. The British Government evidently referred the request to the Canadian Government, who, through the Food Board, put their official O.K. on same without consulting the packers, or without finding out what the requirements of the Canadian trade were. If, as the packers understood the situation, the salmon was commandeered for the civilian population who wanted cheap food, why should the packers be compelled to ship all the best grades at high prices when the Canadian trade would buy these grades and the needs of the civilian population in Great Britain could be met by the cheaper grades, which are unsaleable on the Canadian market? It would certainly appear that to a starving country even the cheap grades of salmon would look mighty good, and the fact that they were much cheaper than those commandeered should be a factor which should also appeal to their reason.

The packers, however, did not protest against shipping some sockeye and other of the better grades overseas, but what they wanted was to retain a certain percentage for the Canadian trade so that they could maintain their brands, which they have spent years in developing. This would seem only fair and the action of the Food Board, or whoever may be responsible in Government circles, would indicate that there has been nothing but bungling all the way through.

In the Food Board statement, which is given above, it is said: "The British Columbia salmon canners wanted a price higher than the Washington State prices, but the instructions of the Canada Food Board providing for an adjustment was confirmed by the Dominion Government." The last half of this sentence may mean anything or nothing. The probability is that it means nothing. In this sentence, too, it might appear to the casual reader that the B. C. packers were trying to get the last possible dollar out of their pack. However, what are the facts?

Asked For a Set Price On Fish

Before the salmon was ever packed, the B. C. packers asked the Canada Food Board to set a price on the fish. This they did not do. The result was that the fisherman obtained fabulous prices, away and beyond those set by the United States Food Administration for the salmon packed by their canners. The Food Board were also asked to name a price on the tin containers. This they did not do either. The result was that the Canadian packers had to pay prices for cans very much higher than those paid by the United States packers. Is it any wonder, then, that the Canadian pack should cost much more than that put up in the United States?

There is another point, too, which the

packers had no appreciation of. They are charged 2½ per cent. brokerage, and had no voice in how this should be apportioned. The Government appointed a few export brokers through whom they are dealing, and Eastern Canada brokers, who did all the work in obtaining a salmon market, had all their sales cancelled, and dealers along with the consuming public are others to suffer as a result. The salmon was requisitioned without any warning whatever, even after the packers had loaded some cars.

Transportation would continue to be and started them on their way. The railways were instructed to accept no further shipments, and some of the cars which had not yet got underway had to be unloaded again. In a letter which was sent to the B. C. Canners' Association, under date of October 12, the position of the canners was outlined by H. O. Bell-Irving as follows:

"The main cause of existing chaos in the salmon industry is that the proper authority, namely, the Canadian Food Board, has turned the industry over to the tender mercies of the Allied Provisions Purchasing Commission, a body without responsibility to any authority in this country. This body stepped in towards the end of the season without warning, at a time causing the maximum amount of disturbance and loss, took packers by the throat, threatened us with 'arbitrary acting' if we did not

do their bidding, took the position that we must do business on their terms or not at all, and used their control of shipping as a lever to secure their objects."

In a statement more recently issued to one of the Vancouver daily papers, H. O. Bell-Irving summed up the situation in the following words:

"No body of men have been more ready to make individual sacrifices during the war than those engaged in B. C. salmon fisheries. In our opinion, no national interest is served nor intelligent aim followed by the arbitrary methods now proposed to be enforced by those to whom the Dominion Government have thought fit to hand over the packers' interests. Packers, of course, will be guided by the provisions of the order-in-council, but if the intention of the order-in-council is to be carried out smoothly and without undue delay, it is necessary that the details of the transaction should be agreed to on mutually satisfactory terms. A request has been made for the establishment of a local committee to settle terms and re-establish confidence, which we trust may yet be arranged. A practical solution of the difficulty would be promoted by the appointment of a local committee empowered to settle the difficulty on which committee canners should be represented."

Continued on page 33

Mid-January Will Bring Sugar Relief

No Lower Prices to be Expected, at Least Until September—
Probability of Curtailment of Food
Board Restriction

IN the opinion of F. G. O'Grady, general manager of the Atlantic Sugar Refineries Limited, Montreal, the sugar situation will show much improvement in the near future. In speaking with Mr. O'Grady on this important question he stated to CANADIAN GROCER that sugar deliveries would probably improve soon, and that the middle of January would see a much better position than that obtaining to-day. He also made the observation that refineries would very probably be able to operate at full capacity within a reasonable time, and as they are in a position to go ahead without delay once the raw sugars arrive, he expected that the trade would be served with their needs almost immediately upon the arrival of the supplies from Cuba.

No Lower Prices

Asked as to the tendency of prices, Mr. O'Grady did not anticipate a revision, and with the fixing of the market for raws, and with restrictions still maintained, there was nothing to indicate lowering of prices for some time. "There is nothing to indicate a change in prices before next September at the earliest," said Mr. O'Grady.

an important item in the plans of refiners, but there was no reason to anticipate improvement in this respect. Already two large boats had been released for carrying supplies, and as these had a greater capacity than that of many of the boats in the Atlantic trade for some time past, there was reason to look ahead with confidence in the matter of shipping.

Fewer Restrictions?

It is rumored that there will be fewer restrictions. One large refiner stated that this was probable, and that if it could be arranged there would be freer movement and the business of the sugar trade would much sooner attain a normal position. That certain easing of the Food Board's requirements has already been effected is ground for the belief that there will be a gradual elimination of control on the part of the Government.

Another informant was rather non-committal in the matter of early improvement, but admitted that there would be a greater likelihood of January bringing more improvement than had existed for some time. The sales manager of this firm believed that the near future would witness an improvement of delivery all around.

CALGARY WILL VOTE ON EARLY CLOSING

THE question of early closing is to be referred to the citizens of Calgary at the coming election. It is a question that has come in for a good deal of attention and there has been a good deal of differing opinion on the matter. The matter came up again at a recent sitting of the city council, and after much discussion by various members of the council as well as by delegates from associations interested, the following options were drafted by Ald. Adams, chairman of the legislative committee, and City Solicitor Ford:

That the following be substituted for clause 3 of the legislative report of Nov. 20 and submitted on preferential vote basis—

Indicate by figure one which of the under-mentioned closing hours you prefer:

A The present closing hours of retail stores as governed by the early closing by-law which are 1 p.m. on Wednesday the year round, 10 p.m. on Saturday and 6 p.m. on every other day of the week.

B 1 p.m. on Wednesday, 9 p.m. on Saturday and 6 p.m. on other days of the week.

C 6 p.m. on every week-day except May, June, July and August, when the closing hour shall be 1 p.m. on Saturdays.

D 6 p.m. on every week-day except Saturday, on which day the closing hour shall be 1 p.m. the year round.

E Half-holiday either Wednesday or Saturday the year round, such day to be selected for each class of retail shop by a majority of such class of retailers and closing at 6 p.m. on every other day of the week.

The vote on none of these questions shall apply to barber shops.

THE COST OF LIVING IS STILL ADVANCING

THE *Labor Gazette*, in its report on retail prices for the month of October, states:—

The general movement of prices was upward, owing to seasonal advances in grains, fodder, dairy products, fish, in certain fruits and vegetables.

In retail prices the weekly budget of staple foods averaged \$13.54 in some 60 cities, as compared with \$13.31 in September and \$11.81 in October, 1917. Meats were slightly lower, but in fresh pork several advances occurred. Bacon, fish, and lard were almost unchanged. Eggs advanced 5c per dozen in some of the cities and 10c in some cases. In several of the cities, however, there were no increases. Milk advanced in some localities, the increase being 1c in some cases and 2c in others. In most of the cities, however, the price was unchanged. Butter advanced sharply, being up from 2c to 6c per pound owing to the sharp rise in wholesale prices at the end of September when the government took over the output of creamery butter. In bread, increases occurred at Sydney and Regina. In flour, prices advanced slightly in some of the cities. Rice and tapioca showed some increase. Canned tomatoes, peas, and

corn were practically unchanged, but in beans prices declined. In sugar there were several advances. Potatoes rose in some of the cities, but declined in others, according to local conditions. Anthracite coal was slightly higher in some of the cities. There were also some increases in bituminous coal. Wood was considerably higher in many localities. Rent was up in St. Hyacinthe, Que.

SHIPPERS WANT CASH FROM THE RAILWAYS

THE retailers and manufacturers plan to meet the move of the Canadian railways which are putting all their shipping on cash basis commencing January 1, by a demand that the railways make a cash settlement promptly for all claims the shippers may have against them. The matter is now being taken up with the Canadian Railway War Board and it is pointed out that there are instances innumerable all over Canada where firms have been waiting for many months, in some instances more than a year, for settlement of claims. It is only reasonable, the shippers point out, that if the railways are to demand cash in future that the shippers should be paid promptly. It is interesting to note the general attitude of the business men of Canada toward the cash basis idea as being adopted by the railways. With very few exceptions, they favor the move as being in line with the sort of policy necessitated by present-day conditions.

EXPRESS COMPANIES MAY INCREASE RATES

SOME weeks ago CANADIAN GROCER predicted that the express companies, in order to meet increases in wages, higher costs of operation and other conditions, would ask for permission to increase express rates. This week the Express Traffic Association of Canada, representing all the express companies operating in the Dominion, applied to the Board of Railway Commissioners at Ottawa for permission to increase express rates of 25 per cent. over present rates per hundred pounds west of Sudbury, and by 37 per cent. over the present rates per hundred pounds east of Sudbury.

"CASH BASIS" ADOPTED BY CANADIAN RAILWAYS

BIG shipper and little shipper alike must, after New Year's Day, pay cash to the railways for service rendered, or furnish a bond covering the amount involved. Under the bond, however, only 96 hours' credit will be allowed. An order bringing the Canadian railroad system in line with the American railways in this respect is about to be issued by the Canadian Railway War Board.

"The Canadian Railway War Board was reluctant to make any change," said General Secretary Neal, "until we had an opportunity to observe the working out of the system in the United States. We are now satisfied that 'cash settlement' is good business for all concerned. The new order goes into effect next New Year's Day."

Important Legal Decision Reversed

Court Holds That Partner's Action Bound the Firm—Verbal Sanction of Modification of Order Destroyed Action

In reversing a judgment of the Superior Court and relieving William Galbraith & Sons, wholesale grocers, Montreal, from liability under the act of a partner which was held to bind the partnership to supply 300 boxes of tomatoes or pay the profits their sale would represent to L. P. Forest et al., Justices Lafontaine and Panneton in the Court of Review find that grounds were proved which would justify the varying of the plaintiffs' order as it appeared on the original instrument.

The point of law arising in the issue was in relation to Article 1234 of the Civil Code, which provides that testimony cannot in any case be received to contradict or vary the terms of a valid written instrument.

The plaintiffs, Forest and Beaulieu, opened a grocery store and placed a large order for goods with William Galbraith & Sons, including a command for 500 boxes of tomatoes. Mr. Wiley, one of the Galbraith partners, accepted the order, but while he expressed doubt if the firm would supply more than 200 boxes of tomatoes, he wrote down the order for the amount stated and accepted it. Subsequently Mr. Galbraith refused to deliver more than 200 boxes of tomatoes on the ground that he had given it to be understood at the outset that his was the utmost he could contract to supply at that time.

Act of Partner Binding

"Wiley, however, wrote the command for 500 boxes," said Mr. Justice Panneton, "and did not add 'subject to the approval of my associates.' The act of a partner binds the partnership, and though Wiley contends that he told Beaulieu, one of the plaintiffs, at the time the order was given, that he was not authorized to sell more than 200 boxes of tomatoes. I am for applying Article 1234 of the Code, which says that in no case can testimonial proof be admitted to contradict or vary the terms of a valid written instrument.

A Verbal Sanction of Modification of Order

"But a second question here arises. Did Beaulieu subsequently sanction a modification of the original order?"

It appeared from the Judge's further observation that during an interview between the plaintiff and Mr. Galbraith, the senior partner in the defendant's firm, the latter told Beaulieu that he would not deliver any part of the order whatever—and the total order was a very considerable one — unless it was understood that 200 boxes of tomatoes were to be accepted as the maximum amount for delivery with the rest of the general order. Beaulieu replied, "Very well, send the goods."

"That proof was given without objection," proceeded Justice Panneton. "Now, can the Court accept verbal proof of this

conversation between the parties, which admits of another convention? This convention between William Galbraith and Beaulieu is corroborated by a disinterested witness, named Jones. True, the defendant denies the conversation, but the weight of the proof is against him.

Involves a New Contract

"If that proof is admissible, the convention becomes law between the parties. Is it in contravention of Article 1234? What this article bars is the admission of verbal proof which contradicts the terms of a valid written instrument; that is to say, contradicts, in this case, the order for these goods as it was originally written by Wiley. It is not a question of contradicting or varying the terms of the original written order. At this time it has been taken for granted that this order was a complete convention between the parties. It is a question, then, of a new convention between the parties subsequent to the original order. That this is not prohibited by Article 1234 is established by uniform jurisprudence in this province.

"On this point our law differs from Article 1341 of the French Code which will not admit proof against the tenor of valid instruments of anything that might be alleged to have been said before, at the time, or since completion of the instrument. The word 'since' (Fr. 'depuis') is omitted from our Code.

Acceptance of Delivery Destroyed

Action

"Plaintiff's acceptance of delivery of

the balance of the order with the condition that not more than 200 boxes of tomatoes were to be supplied has destroyed their action. We cannot give them the benefit of a mental restriction by which Beaulieu intended to say to Mr. Galbraith, 'Very well, send me the goods then, for I have a right to them in any event.' Mr. Galbraith affirms that plaintiffs had not this right, and he imposed the condition restricting the number of boxes of tomatoes to 200. In accepting the goods, Beaulieu left Galbraith under the impression that he accepted the condition with them. The majority of the Court is of opinion to reverse the judgment of the Superior Court and to dismiss plaintiffs' action against Galbraith & Sons, with costs both of the Court of Review and the Superior Court."

Mr. Justice Loranger dissented.

CALIFORNIA BECOMES IMPORTANT FACTOR IN RICE CULTURE

Although rice culture in California is only six or seven years old, it is rapidly overtaking some of the other cereal crops in annual magnitude. The acreage harvested this year will approximate 125,000 and the value of the crop is estimated roughly at \$15,000,000.

It is conservatively estimated that the average yield this year has been around thirty sacks per acre or 3,750,000 sacks. New land properly prepared and irrigated sometimes yields as high as seventy-five sacks to the acre. In fact the yield per acre exceeds that of any other district in the world. The California Rice Committee has agreed upon \$4.15 to \$4.32 per hundred for "Japan" and "Early Prolific" varieties, according to grade.

No Immediate Change in Sugar Situation

Movement in New Crop Cubans Delayed—End of January Before There Will Be a Marked Movement—Reported Acquirement of San Domingan Stocks

THE old crop Cuban sugar is pretty well marketed, all that remains having been allocated and shipping space arranged. There is a slight delay in dealing with the new crop, however, that will prevent any marked movement in the near future.

Owing to the large amount of cane to be available in Cuba this season the factories are inclined to commence operations earlier than usual. The weather, however, has been too warm, which, with the recent rains reported, tends to keep the cane too green and retards maturity.

Latest cable reports state that five Centrals are at work against nine at the same time last year. No new crop arrivals at the seaports of Cuba are as yet reported.

New crop Venezuelas have arrived at Atlantic ports and are selling at the new price of 5.64c c.i.f. basis, which com-

pares with the old price of 4.799c c.i.f. While grinding of the new Cuban crop is now underway, it is doubted if the movement will start much before the last of the present month. According to the Cuban contract 2 per cent. is to be shipped during December.

It is understood that negotiations are still under way for the sale of a considerable quantity of Santo Domingo sugars to Canadian refiners, one plan calling for 120,000 tons, with the possibility that the entire crop will be contracted for at a later date.

While this report, if true, may relieve the present situation somewhat, no appreciable change is to be expected before the Cuban crop is available in some volume. That being the case there is no likelihood of any appreciable change before well to the end of January.

Brightening Up The Xmas Show Card

Get Away From the Old "Chestnuts"—Make Your Show Cards Something Different
—The Falling Snow Effect—Christmas Designs Which Any Card
Writer Can Work Up

By ROBERT T. D. EDWARDS

THE Christmas season is fast approaching and it is high-time we were all getting our ideas together to brighten up the Christmas show cards.

The first idea that strikes us is, what can we do that is different to other years? You probably think that you have utilized all your ideas, but don't forget that ideas are unlimited and that most of the so-called new ones are simply old ones rehashed. Anyway they are different, therefore they are new, so get out your Christmas designs, etc., and see what you can do.

There is a practice with some merchants to carefully preserve cards that have been used year after year until they become "chestnuts." This is a mistake, we think. New, fresh cards should be used every year. It gives the public a better opinion of your store. They appreciate a bright new show-card and it leaves the impression that your firm is up-to-date and not afraid to spend a little money on new cards.

Well, to get down to brass tacks, you would like to get something that is a little different. Of course you know that we cannot get away from old Santa Claus, holly, poinsettia or winter scenes. In making a Christmas card one of those four must appear in some form or other or it won't have that Christmas feeling. We have prepared a set of cards that are illustrated here and that demonstrated

various ways of working up something that may be a little different to what you have previously used. Or perhaps you can glean some idea from them that will aid you in making something better.

We will first talk of the set of small cards that are here illustrated.

Card No 1 is of an upright style that can be worked up on any size of cardboard you wish. Good proportionate sizes are 10 x 18, 12 x 21 or 8½ x 16. These sizes are suitable for any of the cards illustrated here. Card No. 1 is of a cream color and a linen finished surface.

The illustration of poinsettia was sketched from a fancy Christmas box but made somewhat larger. Your best method, if you want to adopt something of this nature, is to make an exact line drawing of what you want. The correct size and line details should all be accurate. You then have a pattern from which you can transfer as many impressions as you wish by means of carbon paper. These impressions when placed in the proper place should be carefully inked with black waterproof ink. Allow enough time for the ink to dry thoroughly before the coloring operation is commenced.

It might be opportune to say here something with regard to the coloring of illustrations in general.

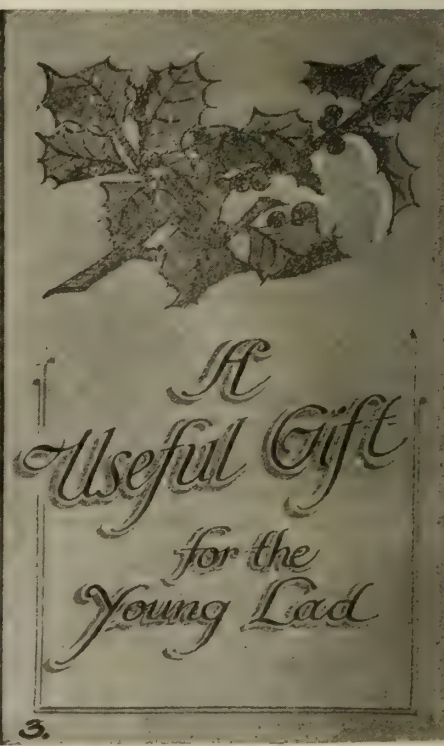
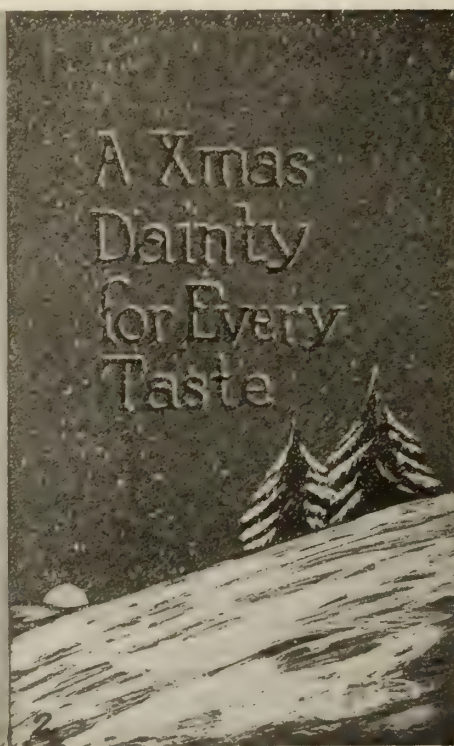
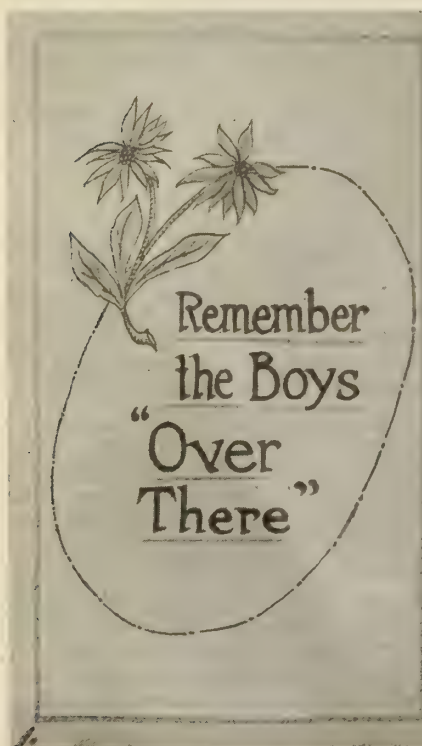
It is the opinion of a good many that to make an illustration right you have

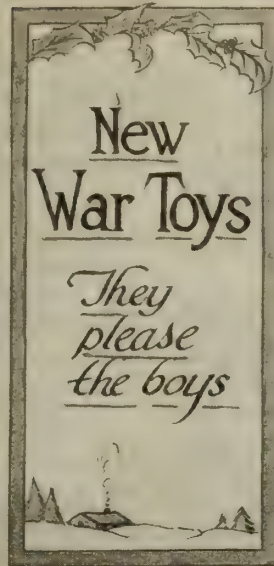
to make it look natural and to make it look natural you must use the natural color of the article. That is where the mistake comes in. Take, for instance, a sprig of holly. The leaves of this bush when preserved are a very dark green and if you reproduced the same shade on the cards the illustration would have a dead appearance. But use a much lighter shade of green, a color with lots of life to it, and you will have a card that will demand attention. To prove this contention pick up any good journal and turn over to the colored advertising and you will find that the colors used are far from the natural. In fact, if you saw landscapes, trees, sky, etc., appear in some of the colors used you would swear you had a nightmare.

But that is all done for effect and the effect attained is that they appear natural on paper.

So in coloring this little sprig of poinsettia use a light green for the stem and leaves and for the blossom a light bright scarlet should be used. The combination of the black outlining and veining, and these light bright colorings makes the whole flower stand out.

Card No. 2. The use of dark cardboard for Christmas cards is not generally liked on account of its sombre appearance, but card No. 2 demonstrates that this is not a fact. This card is of dark





grey which gives you a good opportunity to work with bright opaque colors over it. For instance, the lettering in the sky is black and to make it stand out strong a high light on the upper and right-hand side of the letter is used. This high light should be of a light, bright color. A light scarlet red, or a light yellow-green. These are to be put on with a small brush. The moon coming up should be a bright orange. The snow of course is white with the dark cardboard showing through to make the shadows. This gives a rough appearance to the ground. It does not take much artistic ability to arrange a card of this nature. It does not necessarily have to be drawn the same as this card is. Various arrangements can be made.

The trees can be drawn in with black or very dark green. Both these colors give a good opportunity to work the snow effect over. This of course is put on with the white and must be made to appear as if the gentle snow storm which is now falling had placed the snow there.

The Falling Snow Effect

You may know how the effect of the falling snow was obtained, a good many of you will, but some may not, so we will explain it. It is a very simple operation and can easily be done in less than a minute, providing the tools and materials are at hand to do it.

After everything else is done about the card, obtain an old tooth brush and on the ends of its bristles place a small quantity of opaque white. Stand the card on end and with the aid of a small stick, brush handle or pencil, which you draw quickly over the ends of the brush bristles, you can spatter the white color on the card. Hold the brush about three inches from the surface of the card and spread the small particles on evenly.

You will be agreeably surprised what effects you can obtain through the spatter work. Not only can you use white but any color you wish on any colored surface. Wonderfully effective backgrounds can be made on the card. Border designs of various pattern can be made by cutting out stencil patterns and placing them on the card. Spatter the color over the open space and lift the pattern off. You will find by this method wonderful effects can be obtained.

Card No. 2 can be made in any shape desired, either portrait or landscape styles.

Card No. 3 shows a sprig of the old fashioned holly, one of the best decorations for a Christmas card.

The idea for the design of this card was obtained from a Christmas post card. The post card was laid on the card with black carbon paper under it. A tracing was made. Then with the aid of a pen and black waterproof ink the outlining, veining, shading, etc., was made. After the black ink was dry a light, bright, transparent green wash was put on the leaves. Then a somewhat darker one is used to shade the leaves. This was also used on the stems. The berries were colored a bright scarlet with shading effect over them. A little snow effect was afterwards thrown on with the tooth brush.

This design is only one in hundreds that can be gleaned from post cards. Many good ideas can be obtained in this way both in designing and in color schemes. Re-arrangements can be made to suit different cards.

Card No. 4 shows the dark night sky worked up on a white card. This is done by first sketching the whole card out in pencil, then drawing a solid

black sky with waterproof ink, cutting-in around the white space where the trees are to be. Next draw the trees in light grey or a light green and after this is dry put on the snow with white to represent the snow-laden boughs. The spatter work is the last to be done.

The drawing on this card is purely imaginary, but has a wild Christmas effect which cannot fail to attract the customer's eye.

Card No. 5 is a simple little design with a free-hand drawing of holly at the top and a little snow scene at the bottom. Use a border of dark green to make the holly stand out. The colorings on the trees at the bottom should be green and the house a holly berry red.

Card No. 6. Here is a simple little design which is quite effective on a show card.

A pencil drawing is first made, then the black pen and ink is used to cut the trees in and make the border, etc. The sky is painted solid black with the waterproof ink. The lettering on the sky is of a light scarlet so as to stand out against the black sky. The snow effect is put on with white when letters are dry. The lettering at bottom is black. The cardboard is of a nice shade of green and the trees are left the natural color of the cardboard. The ground has a light coating of white.

The proper red for working over a black background to be effective must be almost an orange. If the color you have on hand is not light enough get some light yellow distemper or dry color and mix thoroughly with water and mucilage. To a small quantity of this add some of your show card red and mix thoroughly. Test out on a piece of black cardboard until the desired effect is reached.

CANADIAN GROCER

MEMBER OF THE ASSOCIATED BUSINESS PAPERS
ESTABLISHED 1886

The Only Weekly Grocer Paper Published in Canada

JOHN BAYNE MACLEAN - - - - - President
H. T. HUNTER - - - - - Vice-President
H. V. TYRRELL - - - - - General Manager

THE MACLEAN PUBLISHING COMPANY, LIMITED

Publishers of Canadian Grocer, Hardware and Metal, The Financial Post, MacLean's Magazine, Farmers' Magazine, Dry Goods Review, Men's Wear Review, Printer and Publisher, Bookseller and Stationer, Canadian Machinery and Manufacturing News, The Power House, The Sanitary Engineer, Canadian Foundryman, Marine Engineering of Canada.

OFFICES

CANADA—Montreal, Southam Bldg., 128 Bleury Street; Telephone Main 1004. Toronto—143-153 University Ave.; Telephone Main 7324. Winnipeg—1207 Union Trust Bldg.; Telephone 3449.

UNITED STATES—New York R. R. Huestis, Room 620, 111 Broadway, New York; Telephone 8971 Rector, Chicago A. H. Byrne, Room 900, Lytton Bldg., 14 E. Jackson St., Telephone Harrison 1147. Boston—C. L. Morton, Room 733, Old South Bldg.; Telephone Main 1024.

GREAT BRITAIN—London—The MacLean Company of Great Britain, Limited, 88 Fleet Street, E.C. E. J. Dodd, Director, Telephone Central 12960. Cable Address, Atabek, London, England.

SUBSCRIPTION—Canada, \$3.00 a year; Great Britain, South Africa and West Indies, 12s. 6d. a year; United States, \$3.50 a year; other countries, \$4.00 a year. Single copies, 10c, invariably in advance.

PUBLISHED EVERY FRIDAY

Circulation of Canadian Grocer has been audited by the Audit Bureau of Circulation. Copy of report will be sent to anyone interested.

Vol. XXXII. TORONTO, DECEMBER 13, 1918 No 50

DO NOT forget to enter that photograph of your Christmas window in the CANADIAN GROCER Window Contest. Everyone has a chance of winning a prize and we will pay \$1 for every photograph that is suitable for use whether it wins a prize or not. Keep this matter in mind—the contest closes Jan. 3, 1919.

EXIT THE HARD TIMES BOGEY

AS the days go by, the feeling that was at the back of the mind of many people that hard times were coming, is beginning to fade. There is a growing feeling that these hard times are not for us. We have seen already industries change from war work to peace work, with no disorganization. New occupations are open to men, new opportunities are presenting themselves from day to day. The idea that after the failure of the munition orders, was to come the deluge, is already being proved to be a fallacy.

Business, the good sound business, on which Canada's prosperity rests, is going forward without a hitch. Local readjustments may be necessary, but these are only minor factors and of a temporary nature.

For the grocery trade, the man who puts off buying, waiting for the tobogganing of prices, and who sits on the cracker barrel and croaks calamity, will surely find it. There will be no stocks coming his way, and no business either for nobody loves a croaker.

Given reasonable caution, the grocer is in as sound a position as he ever was. Prices are not going to decline for some time to come. It is time for the trade to realize this, to get to business with a high heart, to buy as their needs require without

fear, but without foolish optimism, and to generally go along their accustomed way doing business all the time.

NO LIKELIHOOD OF CHEAPER FOOD

THE people who anticipate cheaper food prices to dawn over night are reasoning without an appreciation of existing conditions. J. Ogden Armour, head of the great Armour packing plant, a man interested in a myriad of activities, and consequently having large opportunities of studying and understanding conditions, states without hesitation that he can see no prospect of cheaper food in the near future, and no probability of material relief within the next three years.

"The demand for foodstuffs for export promises to increase with the consummation of peace," said Mr. Armour in a recent address. The Allies started to democratize the world and have nearly completed the task. I do not believe that we can abandon to want and distress the peoples we have rescued from oppression.

"Eventually there must be some decrease in food prices as conditions return to normal. But with the task of feeding our own army abroad for a year or more and the added burden of supplying a large civilian population there must be need for the economical use of foods and for maximum production."

A DIVERSITY OF COUNSEL

IN the past few weeks there has been noticed some marked difference of opinion between different departments of the Food Control Board. A representative of the Board in Toronto or Winnipeg, for instance, might meet with the trade and assure them that a certain course of action was under contemplation. Interviews with the Chairman of the Board elicit the information, that there was no intention of taking any action whatever. Such a case occurred in Toronto recently. A representative of the Board met with the flour interests and assured them that action would be taken to relieve the serious situation produced by the sudden removal of the substitute order. From Ottawa comes the word that no action of the kind was to be considered. There are of course many reasons and many excuses for this diversity of counsel. The interests served are many, the situations are often unforeseen, and the members of the Board are humanly fallible. At the same time the uncertainty engendered is a serious matter of the trade. It would seem that it would be in the best interest of everyone that a definite policy should be formulated before any official made a pronouncement. Better to wait for relief, than to get it promptly and find it wrong. A greater unity of opinion on important questions would do a great deal to obtain a heartier measure of support from the trade.

Romance in the Grocery Trade

Articles in a Grocery Store Travel Hundred Thousand Miles—Diplomacy in a Chocolate Box—Wonders of the Potato—The Alleged "Poisonous" Tomato of 50 Years Ago a Staple Food To-day—King John's Sweet Tooth

By F. E. ROBSON, Vice-President, Loblaw Stores, Limited, Toronto

FEW people realize the tremendous importance and intensely interesting features of a grocery business. Forget that you just want a tin of tomatoes or a package of Pearline and view with me the romance, the science and art that line the shelves of every grocery store. It is a veritable international meeting place, where every country in the world sends its contribution. It is safe to say that the aggregate distance travelled by the articles in an ordinary grocery store would be at least a hundred thousand miles. The goods are products of Great Britain, the U. S., France, China, Japan, India, Norway, Spain, Italy, Greece, Brazil, West Indies, and special articles from almost every other civilized and uncivilized corner of the world. The money invested to supply us with even the ordinary articles in a grocery store runs in billions of dollars. In the trade of the world food products would take first place. Was it not to find a short trade route to the East Indies for the spice trade that Columbus made his historic trip westward and "incidentally" discovered America? What could be more fascinating and wonderful than the romance of the cocoa bean—a product originally known as Food for the Gods. Cocoa beans were once used as coins or standards of exchange. Since the days of Cortez millions of pounds are sold annually. Who will deny the diplomacy of a box of chocolates, the ambassadors of friendship?

Yet cocoa and its cousin, chocolate, is nothing more than a pleasing powder or a moulded cake to the mundane mind. Every single article from salt, taken 1000 feet under sea level, to coffee, picked in the mountains at the equator, has a romantic and fascinating history.

Aladdin's Lamp Outrivalled

The story of Aladdin's Lamp is rivalled, if not outdone, by the many instances of the King Midas touch in food fortunes. For example, take J. C. Hoagland, who started making Royal Baking Powder in a small room in Fort Wayne, and in a few short years sold the name Royal Baking Powder for one million dollars a letter. This success is perhaps largely due to the art and skill of advertising. Billions are spent on labels and the advertising of food products.

More wonderful still are the fashions in foods that kaleidoscope through history so quickly we cease to realize their importance. Could Sir John Hawkins have imagined when he introduced the Peruvian tuber into Ireland as a curiosity that his great-grandchild could have witnessed the growth of 155 million

bushels of potatoes per annum in Ireland? In Holland alone they grind up 33 thousand bushels of potatoes a day into flour. We are greatly concerned about the shortage of sugar, forgetting that in the time of Napoleon comparatively little sugar was used. History records that the chief expenditure of King John when taken to England after the battle of Pictiers was for sugar—a Royal epicurean taste. To-day 675,000 acres are planted in sugar beets in America alone, according to David Fairchild, of the U.S. Department of Agriculture.

Recent Foods to the Front

Can we realize that 50 years ago tomatoes were regarded as poisonous by most people? To-day 360 million tins are used annually in America alone. Within the memory of each of us wonderful trade has developed in a score of things that were almost unknown twenty-five years ago. For example, Grape Fruit, Olives, Peanut Butter, Powdered Milk, etc. Millions upon millions are spent in new machines to shred, powder or puff foods to meet new tastes. To my mind the two latest and perhaps greatest developments in the food line are dehydration and the use of vegetable fats to replace animal fats. A few facts on dehydration may prove to illuminate the great possibilities. For example, 2,000 pounds of tomatoes in tins weigh 2,300 pounds; 2,000 pounds dried weigh 200 pounds—or a saving of eleven cars out of every twelve in transportation. Five pounds of dried cabbage formed a ration for 428 men. Dehydration forms the logical answer to the transportation problem.

It is an astonishing fact that more people have starved to death than have been killed in the war. If greater famine is to be avoided we must do our part. Each one of us should cheerfully regulate our diet to conform to the Food Board requirements.

We in America cannot realize what famine means, or else we would be far more ready to do everything possible to conserve food. For centuries past war has been linked with the gruesome, horrible, haunting misery of pestilence and disease. The three horrible sisters in

Greek mythology were war, famine and pestilence, and they are always together. War is hell, as Sherman said, but famine and pestilence are infinitely worse. I will not go into any detail on the loathsome features of the rat and plagues spread by it, but it may interest you to know that the labor of 200,000 men are required to replace the loss caused annually by rats in America alone.

NOT MUCH INFORMATION HERE

Ottawa, Dec. 9. — Arrangements have been made by the Canada Food Board by which dried prunes, sizes 90 and over, may be imported into Canada from the United States. Import applications should be made to the Export and Import Department of the Canada Food Board in the usual way.

The above is a report appearing in the daily papers on Tuesday morning of this week and one which apparently emanated from the Canada Food Board office. This, as it stands, is no different from conditions existing for some time back, licenses to import having been freely granted by the Food Board at Ottawa, but the difficulty has been to get the United States Government to release shipments for export to Canada. When the Canada Food Board succeeds in getting the Food Administration in the United States to grant export licenses for prunes, something worth while will have been accomplished. The above note as it stands means nothing and may well be misleading to some members of the trade and the consuming public.

MAKING BREAD WITHOUT FLOUR

Several German newspapers have printed under the title "flourless bread" reports of experiments in making bread direct from the grain without first grinding it to flour. This is done simply by soaking the grain in water and kneading it into dough. The war committee of German millers claim, however, that this method was tried 30 years ago, but has never been used, except in small bakeries, and the expectations of obtaining a large quantity of bread in this way have not been realized. From 100 kilos of grain, 98½ kilos of flour are obtained, 1½ being lost in the form of dust. Using the grain itself, soaked in water, would, therefore, at best save only 1½ per cent. Even then what might be gained in weight would be lost in nutrition, as the bread made of grain would contain many impurities which are taken out when the grain is ground and bolted.

THE WINDOW CONTEST

This is the time to consider this matter. You will soon be dressing your windows for the Christmas season, perhaps they are already dressed. While they are at their best, before, perchance they are disturbed in the last Christmas rush, see that a photograph is taken.

Why Quit When You've Begun to Learn

This Grocer Seems to Have No Real Reason For Discouragement — A Reasonable Margin Necessary—Need For Care in Buying

By HENRY JOHNSON, Jr.

WHAT is the use of having dearly-purchased experience if you are not going to cash in on it? Investment in a bunch of hard knocks should pay generous returns. That is the line of thought evoked by this letter:

Dear Sir,—I am sending you some figures from my business from January 1 to September 14, 1918. I am unable to make them balance or tell whether I have made anything so far. I do a credit business. The miners pay every two weeks. I sell some articles higher than my competitors who sell for cash, and nothing cheaper—and they seem to be making some money. My losses from bad accounts are only about \$90, but I am putting in some doubtful ones and it sums up to \$160. I feel that my running expenses are low and my gross sales good, but I am unable to meet my bills, so I know there is something **WRONG**, spelled in big letters.

I am willing to do as you say, if you think I can stop the loss, or go out of business. If you think I am not competent to run a business, just say so, and I will get out. Thanking you, I remain, ———.

Here is the statement:—

Expenses—	
Premiums given away	\$118.57
Advertising	49.28
Telephone	36.00
Rent	170.00
Fire insurance	25.00
Saw sharpening	9.00
Fixtures	81.00
Interest	118.81
Spring taxes	57.55
Ice	144.05
Stamps	11.14
Coal	45.00
Horse feed	235.00
Oleo ilcense	6.00
Lumber	2.60
Commission	1.75
Electric lights	75.05
Freight	445.07
Wages for help	820.15
Wages for self	565.00
Store papers	6.00
	\$2,355.20
	(\$3,017.02)
Loaned customers cash	\$200.50
Expenditures for self and family.....	426.30

Cash Account	
Mdse. paid by check.....	\$26,147.00
Mdse. paid by cash.....	3,353.00
Expenses by check and cash.....	2,982.00
Cash on hand	157.00
All I can account for.....	\$32,639.00
Mdse. on hand Jan. 1, 1918.....	5,842.42
Mdse. bought since then.....	25,455.27
	\$31,297.69
Mdse. on hand, Sept. 14, 1918.....	5,074.00
	\$26,223.69
Total sales to date, cash.....	30,534.00
Good accounts to date	1,178.00
Bad accounts	160.00
Bills payable	2,998.98
Fixtures	1,268.00

If you want or need any other information, let me know.

What is the Present Status?

First thing to ascertain is: What is

this man's present condition compared with January 1?

On January 1 he had items on hand, taken as he gives them at full value, amounting to \$8,226.59 and he owed \$2,861.61, leaving his net worth at \$5,364.98.

On September 14 he had items, picked out of the above figures, as follows.

Statement of Jan. 1, 1918.	
Mdse. on hand	\$5,842.42
Good accounts	986.32
Cash	62.85
Fixtures	1,335.00
	\$8,226.59
Bills payable	2,861.61
	\$5,364.98
Cash on hand	\$157.00
Accounts plus cash loaned.....	1,378.50
Fixtures	1,268.00
Stock on hand	5,074.00
	\$7,877.50
Less bills payable.....	2,998.93
Present net worth.....	\$4,878.52

This shows a shrinkage of \$486.46. That is a summary of the situation as it stands now. Some of the items involved may be selected from the lists given. There is less stock by \$768.42. Bills payable are \$121.36 larger. Fixtures are \$67 less.

The causes which underlie these shrinkages are only partly revealed in the figures given, but there is enough there, perhaps, to point to the most important indications of weakness.

There is a suspicious roundness in the figures given. The absence of odd cents occurs frequently. That might be accepted as mere coincidence were it not for the very serious error in the footing of the "expense" column. My friend makes that \$2,355.20, but it foots up to \$3,017.02, as I have shown in brackets beneath his figures. This kind of thing does not show that my friend does not work hard, for he has here evidence of enough work on his records to yield more reliable results. It does indicate a sort of general laxity, a habit of thinking, "Oh, that's near enough," very likely, also, the "generous" habit of thinking: "Why fuss over little odds and ends here and there?" That habit is followed by being careless in weights, counts and estimates. A man who gets to thinking in such grooves is mighty apt to overlook the seriousness of fractions in figures, and consider as trifles pennies and half pennies which, in a retail grocery business, hold the potentialities of profits or losses.

One need only remember that the average sale in an ordinary grocery store is around 35c or 40c., so that, in a \$40,000 business there are 100,000 to 114,300 sales in a year, so that a cent loss on each sale would mean the loss

of \$1,000 to \$1,143 a year against a gain of \$1,000 to \$1,143 if a cent extra were made; and that these "little things" can thus readily make differences in the annual accounting of between \$2,000 to \$2,200.

Evident Lack of Margin

I feel warranted in this conclusion because there evidently has been no margin to speak of. Taking purchases as \$29,500, as given, and sales at \$30,534, and supposing that there has been no shrinkage in stocks, we have a difference of only \$1,034, or 3 2-5 per cent. on sales. If we take other things into account, that margin shrinks to less than 1 per cent. It is true that the expense is very low, running only 10 per cent. It is also true that the expense can be reduced still further—and therein lies the basis for hope that my friend may yet succeed.

Further discussion may be necessary—and it will be forthcoming if my friend asks for it. Meantime, I must hasten my recommendations so that he may get started.

First: Your own wages, everything included, for the time under review, have been \$991.30, or about \$116.62 per month. Cut that to \$75 per month, including everything. Charge everything you take from the store at full retail price, and live within the \$75 for all things. That will save you about \$500 a year.

Stop Excessive Buying

Next, **stop buying**. That will sound radical, but it must be radical. Your business is between \$42,000 and \$45,000 a year. The normal stock for \$42,000 is \$3,360 and for \$45,000 is \$3,600; so you can take out of your stock enough to pay half your debts. This means: buy only a single case of tomatoes, corn, etc.; a dozen cans of staple salmon; cut out all but a brand or two of really rapid-selling coffee. Buy not a thing that does not turn over completely within two or three weeks. Better pick-up from neighbors a few odds and ends occasionally.

Third: Freight is not an expense. Add freight directly to your invoice cost and figure it into cost. Then you may get your costs really high enough and not fool yourself. Evidently you are not making a margin now.

Fourth: Eliminate premiums and all other "gifts." Quit lending money to anybody. Do not "throw-in" anything with sales nor give away candy or smokes. In these war-times you have your best opportunity to be frank with every customer and tell how you are absolutely unable to be as generous as you would like, because otherwise you'll go broke. Keep customers who will accept.

(Continued on page 35)

PROPHESIES EARLY END OF FOOD CONTROL

Herbert Hoover States That Food Control Will Cease in the U.S. on the Conclusion of Peace—Only Urgent Need, He Thinks, Justifies Such Action.

The question of the future of the food control movement is one that occasions a good deal of interest. There are those who see in legislative control the solution of many of the difficulties of high prices. There are those who clamor for still more stringent regulations. Herbert Hoover, however, Food Controller of the United States, and probably the foremost exponent of how these large prices can be effectively and wisely used, gives it as his opinion that only in the most critical times does he feel it is justifiable, and then only so far as the individual may be suppressed, to the end that the people as a whole may be served.

In addressing a gathering of Food Board officials recently Mr. Hoover stated:

"This act expires at the signing of peace with Germany, and as it represents a type of legislation only justified under war conditions, I do not expect to see its renewal. It has proved of vital importance under the economic currents and psychology of war. I do not consider it as of such usefulness in the economic currents and psychology of peace. Furthermore, it is my belief that the tendency of all such legislation except in war is, to an over degree, to strike at the roots of individual initiative. We have secured its execution during the war as to the willing co-operation of 95 per cent. of the trades of the country, but under peace conditions it would degenerate into a harassing blue law."

"Other functions of food administration, however, must continue. Some organization must be set up to guide our distribution of food abroad if it shall reach the most deserving. The vast purchases for export, in the hands of the various governments, many of

them acting in common, if misused, could ruin our producers, or do infinite harm to our consumers. An utter chaos of speculation and profiteering would reign if these buyers were not co-ordinated and controlled. I look now for a turn of American food trades toward a conservative and safe business, for under present conditions it would be a foolish man indeed who to-day starts speculating in food. This is a complete reversal of the commercial atmosphere that existed when war began eighteen months ago, and, therefore, the major necessity for law in operation of speculative activities is to my mind rapidly passing."

The GROCER seems to be a well read paper. I sold out my branch store to Mr. Gage and he said he intended to run it on strictly cash basis and that he had been studying some in CANADIAN GROCER for some time.—J. Gilbert, Kingston, Ont.

Enquiry Department

WHEN you become a subscriber to CANADIAN GROCER this is part of the Service you buy. We are glad to be of any assistance to our readers and enquiries are solicited. Cut out the coupon at the bottom of page, fill out and mail to us if you want to know where to buy a certain product, agents for any particular line, manufacturers of a special article, etc.

THE VALUE OF OLD BOOKS

Where can I find out the value of old books? I have one in my office dated 1776, that I am told is of considerable value.—G. —, Kingston, Ont.

Answer—Albert Britnell, 263 Yonge St., Toronto.

POSTCARD VIEWS

Where can I get postcard views printed by supplying negatives?—John A. Ryan, Matapedia, Que.

Answer—Valentine & Sons Co., 60 Front St. West, Toronto.

MAKERS OF COFFEE ROASTERS

Will you kindly give the names and addresses of firms who handle coffee roasters?—The Alberta Grocery.

Answer—The following are the names and addresses of firms who handle coffee roasters: Ryan Bros., 110 James St. East, Winnipeg, Man., are handlers of coffee roasters; Jabez Burns & Co., New York, and the Huntley Manufacturing Co., Silver Creek, N.Y., are manufacturers.

FLOUR MILLING ORDER STILL IN FORCE

Are any of the flour mills grinding the white flour, same grades as in pre-war days, or are they only allowed to make the Government standard?—Shaw & Ellis, Pocologan, N.B.

Answer—No. The regulations regarding the milling of flour is still in force.

BOOK ON BUTCHERING

Is it possible to obtain a book dealing with fresh meats, how to cut and cure them, etc.?—Wm. Gillies, Dominion, N.S.

Answer—We have been unable to discover any book dealing with the subject. There is a pamphlet published by University of Illinois—Bulletin 147, on the "Market Classes and Grades of Meat" that deals in a measure with the subject. It could probably be secured on application to the Agricultural Experimental Station at Urbana, Illinois.

A QUESTION OF INCOME TAX

What income tax does a married man have to pay if he earns \$2,500 a year? If he earns \$3,000 a year?—Alberta Grocery, Calgary.

Answer—Re assessment. The present law exempts a married man's salary up to \$3,000. By an amendment to the act, however, the next assessment will exempt only \$2,000, imposing a tax of 2 per cent. from that to \$3,000, and a 4 per cent. tax from \$3,000 up to \$6,000. A married man earning \$2,500 would pay 2 per cent. of \$500, or \$10 on \$3,000. The tax would of course be \$20.

SEA BISCUITS OR PILOT BREAD

Are there houses in West handling ordinary sea biscuits or "pilot bread"? Cannot find it round here.—Victor Harvey, Eldred, Sask.

Answer—Any of the following could probably supply you: A. Macdonald & Co., W. H. Malkin & Co., Kelly, Douglas & Co., or other wholesalers of Vancouver, B.C.; Stewart & Mobley, Prince Rupert, B.C.

CANADIAN GROCER,

143-153 University Avenue,
Toronto.

For Subscribers

INFORMATION WANTED

Date.....191..

Please give me information on the following:Name

Address

.....
.....
.....

CURRENT NEWS OF THE WEEK

Canadian Grocer Will Appreciate Items of News from Readers for This Page

Quebec

Hon. Hormisdas Laporte, of the wholesale grocery firm of Laporte, Martin and Co., Montreal, and a member of the Canadian Government Railway Board, was in Montreal this week.

John A. McConnell, representing J. L. Freeman and Co., grocery brokers, Montreal, is this week in Ottawa.

C. Ritz, Eastern Canada manager for Robin Hood Mills, Ltd., Montreal, is this week in Ontario territory.

O. C. Bissell, sales manager for the Atlantic Sugar Refineries, Ltd., is this week visiting Hamilton.

George W. Brown, assistant general manager of the Atlantic Sugar Refining Co., is in New York this week.

Ontario

A. Coutu, of Coutu Bros., butchers, Cobalt, is dead.

G. H. Pharand, L'Orignal, is discontinuing business.

J. R. Richards, Toronto, has sold out to W. B. Dobbin.

J. J. Rapson, grocer, Blyth, is discontinuing business.

J. W. McEwen, general store, Moncrieff, has sold out.

Hugh Selmon, general store, Wilkesport, has been sold to T. J. Hayes.

Joseph Thomas, confectioner, Ridgetown, is adding a grocery department to his store.

C. G. Armstrong's general store at Orono was entered by burglars recently and a considerable quantity of goods were removed.

William Potter, groceries and meats, Chatham, has sold his meat department to William Morris.

Wm. Hill has taken over the business formerly operated by E. O. Taylor, Colborne and Dundas Sts., Oakville.

M. R. Barigu has opened a grocery at Carleton Place, having taken over the stock and premises of Dan Cameron. The store has been renovated and a complete line of stock has been added.

Conway & McLean, grocers and dry goods, Acton, Ont., have dissolved partnership and have been succeeded by McLean & Mills.

Fire did \$200 damage at the Ideal Bakery, Dovercourt road, Toronto, recently. The damage is fully covered by insurance.

Fire which started in a Chinese Cafe at Trenton recently was responsible for the destruction of David's grocery store and the cafe that adjoined.

Carswell Bros., who conducted a business in Brussels for the past year, have moved to Elora, where they have secured commodious quarters. They will add a grocery department to their business.

Elliott & White have opened a new flour and feed store at Thessalon in the old Hill & Vance store, having taken over the stock of Little Bros., who were retiring from business.

It is understood that a big co-operative store is now being planned for the mining district to be located at Timmins, and that one of the big mines has promised to help and encourage the establishment of such a store.

Frank Stockdale, the merchandising expert, who was in Galt last week delivering a series of talks to the business men of that place, was the guest of honor at a noon luncheon tendered by the merchants of Preston, Ont., at the Central Hotel in that place. B. W. Ziemann acted as chairman. There were a number of Hespeler merchants also present.

The store of J. H. Coneybeare, at Birch Cliff Heights, a short distance north of Toronto, was destroyed by fire on Tuesday night last. The fire and smoke spread so rapidly that Mr. and Mrs. Coneybeare were compelled to escape through a window, by the aid of a rope made of bedclothes. The store was about twenty by forty feet with two storeys and a basement. Four hundred dollars in the till was burned, a stock of groceries and feeds and the building valued at \$3,000. The loss is partially covered by insurance.

With the dual purpose of stimulating interest in the meetings of their organization by introducing the social element, and of increasing their finances, members of the Border Cities Retail Merchants' Association have, at recent general gatherings, tried with success a "Get Acquainted" stunt. The roll call is taken by number, following which the chairman requests groups of members between certain numbers, in tens, to stand, and then calls upon another number to name the men standing. For every member he is unable to give the name of, and business, a penalty of ten cents is imposed, and he is asked to shake hands and make himself known. The effect has been to liven up the meetings considerably, and bring the members closer together.

Western

S. Renny, Winnipeg, has been succeeded by L. W. Patton.

A. Katz, general store, Lauder, Man., has moved to Winnipeg.

R. Divinsky, of the Arborg Trading Co., Arborg, Man., is dead.

S. Shapiro, general store, Sprague, Man., has been succeeded by J. Black.

The Dominion Fish & Produce Co., Regina, Sask., have succeeded Reid & Had-dock.

McBride Bros., Boissevain, Man., have been succeeded by Fred Soltyn.

F. Worthington & Co., general store, Ogilvie, Man., was burnt out recently.

A. J. Nitikman, of J. Nitikman & Co., general merchants, Winkler, Man., is dead.

The estate of Sarah A. Jenkins, grocer, Canaan, Man., has been succeeded by O. R. Kerr.

The Inland Co-operative Grocery Co., Winnipeg, has been succeeded by Hunter McDonald, Ltd.

Morrison & Muir, general merchants, Roland, Man., have dissolved partnership, J. R. Morrison continuing the business.

R. L. Fowler, of R. L. Fowler & Co., Ltd., Calgary, Alta, has been laid up two months as a result of an accident, but is now on the road to recovery.

J. A. W. Macdonnell, of Macdonnell Bros., Hespero, Alta., died of flu-pneumonia at his home recently at the age of 37 years.

Mr. Macdonnell's death will be deeply regretted. In company with his brother, G. H. Macdonnell, he had built up an extensive general store business. They came out to Western Canada together, and homesteaded at Hespero some fourteen years ago. Eight years ago they, in company with Frank Pearce, went into general store business together at Pitcox, now Hespero, and after Mr. Pearce's withdrawal from the firm, and with the advent of the railroad the brothers built a large store building and have conducted there a growing business, to which the late Mr. Macdonnell largely devoted himself.

MERCHANTS' ASSOCIATION, MONTREAL, WANTS CITY PROSECUTOR

A large number of wholesale merchants of Montreal gathered at Freeman's Hotel recently at the invitation of the Montreal Merchants' Association to hear an explanation of the objects of that organization by J. G. Fitzgerald, manager-secretary, and to listen to an appeal for increased membership.

Mr. Fitzgerald said the association was endeavoring to stamp out the wholesale theft, pilfering and dishonesty which was rife among the employees of industrial establishments and of transport companies. The object was not so much the jailing of dishonest persons as the stopping of losses.

He urged that the present system of court procedure in dealing with such cases be remedied, and said that the authorities had already under consideration the appointment of a city prosecuting attorney, which was just what they wanted.

MONTREAL MERCHANTS ADVOCATE EARLY CLOSING

About fifty retail merchants of Montreal, who advocate the early closing of retail stores four or five nights a week, have recently organized with a view to requesting the city to pass a by-law making early closing compulsory. The new association has elected as temporary chairman S. D. Cohen, and as secretary-treasurer, M. Barash. A special committee composed of W. Pelletier, J. Schachter, Jacob Germaise and M. Barash, has charge of recruiting new members.

A meeting will be held in the course of the present week at St. Joseph's Hall, on St. Catherine Street East, when the association will elect its permanent officials.

BORDER CITIES WILL ADOPT CO-OPERATIVE DELIVERY

Windsor and Border Cities grocers have completed arrangements for the inauguration of a central delivery system of orders. This plan has been under consideration for some time, and arrangements have now been completed whereby the new system will be introduced practically immediately. The scattered territory that must necessarily be covered in the five border municipalities, lying so closely together, has been an important factor in bringing about the abandonment of the old individual method, and the adoption of a more efficient scheme.

BRANTFORD COMMERCIAL TRAVELLERS ELECT OFFICERS

The Brantford Commercial Travellers' Association has elected officers as follows: Hon. Presidents, D. T. Williamson, C. G. Secord; President, Geo. Miller; Vice-Presidents, W. Duffin, George Witmer, E. C. Gould; Secretary, E. D. Goetz; Treasurer, L. Livingston.

NEW PRESIDENT FOR CANADA BREAD CO.

At a meeting of directors of the Canada Bread Co. the position of president, rendered vacant by the death of the late Cawthra Mulock, was filled by the election of Vice-President Mark Bredin to the presidency at a meeting of the directors.

At the same time E. H. Laschinger was elected vice-president. The board also passed a resolution of regret at the death of the late president, Cawthra Mulock.

PORT ELGIN'S FINE RECORD IN THE VICTORY LOAN

Port Elgin outstripped most other communities in the Victory Loan campaign. Its objective was \$34,000, but when the final results were tabulated it was found that the town had subscribed \$175,500, or 516 per cent. of its objective. There were no very large subscriptions to swell this total, but one person in every four of the population bought bonds, and the total reached the record

figures recorded. As an example of the way the result was obtained, the Stevens-Hepner Company were the first factory to secure an honor flag, 76 per cent. of the employees of the company bought bonds for a total of 22 per cent. of the pay roll. It was this spirit that made it possible for a comparatively small place to make such a record showing.

WINDSOR WOMEN PROTEST AGAINST FARMERS' PRICES

Protesting against prices charged for foodstuffs by farmers at the Windsor public market, a delegation of women waited on Mayor Tuson and threatened a boycott of the market unless steps are taken to bring farmers "to time."

Ald. H. W. Wilson, chairman of "Fair Price" Civic Committee, admitted little was being done to compel farmers to sell their produce at reasonable rates. A boycott by housewives, he said, would have more effect than any action his committee might take.

"If we find, however, that farmers are hoarding eggs and butter to sell at exorbitant prices during winter months, we shall not hesitate to seize the produce," Ald. Wilson declared. "The order-in-council gives us that power."

B. C. SALMON NOT YET MOVED

Continued from page 27

been treated with the consideration which is their due. The statement has been made, or at least it has been intimated, that these packers have been anything but patriotic in the stand they took; people have been led to believe that the prices they were asking rather smacked of profiteering; the salmon has been held in storage warehouses to accumulate insurance and interest charges; the brokers who spent some weeks in the business of selling salmon to the wholesalers, have had their work for naught; brokers have been appointed to handle the export business and are allowed 2½ per cent. brokerage. Some of the brokers intimate that 1¼ per cent. of this has to go back to the Government, and the 1¼ per cent. which they are allowed does not pay them for the trouble and the worry which they are compelled to take. At any rate there is no doubt the question has been badly bungled-up from any angle from which you may want to take.

RE GOODS IN TRANSIT THROUGH CANADA

The War Trade Board of Canada has decided to discontinue the practice of requiring the production of export and import licenses from the War Trade Board of Washington in connection with shipments in bond through Canada from or to the United States.

BIG SUGAR SURPLUS

There is a sugar surplus in the United States of 752,700 tons—twice the accumulation of 1917.

SET FAIR PRICE STANDARDS FOR GROCERY TRADE

Windsor Continues Price Fixing Activity —Some Members of the Council Think Question Should Be Handled by Labor Dept.

A list of "fair prices" regulating the grocery trade in Windsor is to be published shortly by the Fair Price Committee of that city, to meet the charge made by farmers on the local market that, in attempting to determine the price of dairy products and farm produce, the committee was discriminating against the agriculturists by neglecting to interfere with the retail merchants. Members of the committee intend making the rule applicable to merchants in a degree similar to that in which it will affect the farmers.

Ald. Weber, of the committee, discussing the situation, recently said:

"We can't go after those who come in from the country to sell their produce if we do not go after all who sell their products. The prices here are regulated somewhat by what is charged in other places. For example, if grocers sell for less than a certain amount, wholesalers might make it hard for them. So it is with farmers. They might sell their produce to commission men direct, thereby cutting down our market, and then people would eat more cold storage produce and pay just as high prices."

A number of aldermen feel the subject to be of too large a scope for the municipality to handle and think the government, through the Department of Labor, should itself assume the responsibility.

GIVE THE CLERK A CHANCE

The best way to interest the clerk is to let him do something to encourage business. If you have a clerk who has done good work for you in dressing windows do him the justice of letting a wider circle see his display than just the people who pass the store. Enter his display in the Christmas contest. If it earns a prize he will be that much the more enthusiastic in the work, and in any event he will appreciate the appearance of his display in the pages of CANADIAN GROCER.

WHY QUIT WHEN YOU'VE BEGUN?

(Continued from page 32)

cede to this condition—let the rest go. No use selling goods and losing money on them.

Fifth: Watch every outgo. Cut out all fixture buying. Get interest down as rapidly as you can. Cannot you save on that ice bill—and electric light? Surely—and reduce the wages account. Lastly, be sure you get full prices for your goods—that is, be sure you get the full prices you think you are getting.

Now analyze what I have said and write me again after you have digested it. If you do not understand, or if I have mistaken, write frankly. No use to quit; for you have just begun to learn.

WEEKLY GROCERY MARKET REPORTS

Statements From Buying Centres

THE MARKETS AT A GLANCE

REPORTS reaching this market indicate that there has already been some export of tea from United States ports, and intimate that further supplies may go forward at once. This business will provide a very strong undertone to the market, and may be expected to result in a cleaning-up of surplus stocks, which condition will undoubtedly be reflected in Canada.

Cocoa is very strong, and some points record an advance of 2c per pound this week, following a 1c jump a few days ago. Coffee rules with a firm undertone, and another line has shown an advance of 1c per pound.

Christmas trade is very good, figs, raisins, nuts and fresh fruits and vegetables being in active demand.

MONTREAL—Advances have been made for various coffees of two cents per pound, and the chances are that there will be another increase within a very short time of two to three cents. Teas are firm and steady, but rather quiet. Cocoa is active and firm, but unchanged.

Celery is moved up about one dollar per case, and California variety is available at \$10. Parsley and sweet potatoes, as well as cranberries, are moved to higher basis.

Pink salmon, in barrels, a line sold in some quarters, is up \$2 per barrel. Soap chips in one quarter are moved up fifty cents a case.

Among the declines effected here are lower prices for cereals, such as hominy grits, pot barley, graham and corn flours and oatmeal. The

market for these lines is an easier one, and feed oats and feeds, while active, are somewhat easier in tone. Peas and beans are also lower this week, while declines are noted in evaporated apples, almonds and peanuts, the latter declining four cents per pound for one shelled variety. The state of trade for holiday goods is steady and seasonable.

TORONTO—Lower prices have been reached on oranges, and there is every indication that supplies for the holiday trade will be ample and quite reasonable when compared with figures reached a few weeks ago. Apples are moving quite readily, and the market rules with a firm undertone.

Cocoonut has reached high levels. New prices issued on glass washboards show an advance, and some arrivals of salt in the new size package are reported. A stiffening in the price of standard canned corn is reported in some quarters, while gallon apples show a decline. Evaporated apples are quite active, with prices slightly below last year's figures. Another line of coffee has registered an advance of 1c per pound.

An effort is being exerted to bring prices on live hogs down 50c per cwt. from high levels reached toward the end of last week. A shading of prices on both lard and shortening of ½c per pound is reported. The possibility of the export of a large quantity of cotton seed oil may be a factor to stiffen shortening prices again. Buying prices on turkeys advanced sharply this week.

QUEBEC MARKETS

MONTREAL, Dec. 11.—A satisfactory amount of business is being done in some lines, and Christmas trade for nuts and fruits is active. Quite a considerable number of changes have been made, some of them showing advances and others declines. A good spirit prevails regarding the future.

*Soap Chips Up 50c;
Line Medicine, Too*

Montreal.

SOAP CHIPS, MEDICINE.—An advance of approximately 50c per case in the price of soap chips has been made by a leading jobber, and the price today is \$7.

Hood's pills, which have been selling at \$2 per dozen, less 5 per cent., are now quoted at \$2 net.

*More Sugar Soon;
Prices to Hold*

Montreal.

SUGAR.—Prices on sugar have held without change, the refiners only mak-

ing readjustments of differentials on the special sugars, now that they are permitted to make these. And from the present advices, no recession of prices is anticipated.

Encouragement as to the supplies that will be available within another month or six weeks is now being expressed, and by the middle of January some of the Montreal refiners expect to send the trade a much larger supply of refined and other sugars than they are now receiving. Two large boats have been released for the carrying trade and a better outlook presents itself than for many months past.

Montreal.

Atlantic Sugar Company, extra granulated sugars, 100 lbs. 10 05

Acadia Sugar Refinery, extra granulated	10 05
St. Lawrence Sugar Refinery	10 00
Canada Sugar Refinery	9 95
Dominion Sugar Co., Ltd., crystal granulated	10 05
Icing, barrels	10 15-10 30
Icing (25-lb. boxes)	10 55-10 70
Icing (50-lb. boxes)	10 35-10 50
Do., 1-lb.	11 05
Yellow, No. 1	9 70-9 75
Yellow, No. 2 (Golden)	9 55-9 60
Yellow, No. 3	9 45-9 50
Powdered, barrels	10 05-10 20
Powdered, 50s	10 15-10 50
Powdered, 25s	10 35-10 60
Cubes (assorted tea), 100-lb. boxes	10 55
Do., 50-lb. boxes	10 65
Do., 25-lb. boxes	10 85
Do., 2-lb. pack	11 95
Paris lumps, barrels	10 55
Paris lumps (100 lbs.)	10 65
Paris lumps (50-lb. boxes)	10 75
Paris lumps (25-lb. boxes)	10 95
Paris lumps (cartons, 5-lb.)	11 70
Do., (cartons, 2-lb.)	12 45
Crystal diamonds, barrels	10 75
Crystal diamonds (boxes 100 lbs.)	11 00
Crystal diamonds (50-lb. boxes)	11 10
Crystal diamonds (25-lb. boxes)	11 30

No. 2 Pumpkin 85c; Canned Fruits High

Montreal.

CANNED GOODS.—The price of canned pumpkin is much softer, although the only change this week on this is that of a price basis in one quarter of 85c per doz. for twos. Canned peaches and pears are arriving and these are very firm, but some are offering the heavy syrup variety of peaches in twos at \$2.55 and of pears at \$2.50. Gallon peeled peaches may be had at \$5.25. Grated and sliced pineapple is also coming to hand at high prices.

In a general way, the tendencies on canned vegetables is that of an easing nature, while for canned fruit the price basis is firm. Markets are quiet.

Clams, No. 1	2 10
"Clover Leaf," 1/2-lb. flats	2 45
Sovereign, 1-lb. flats	4 62 1/2
Do., 1/2-lb. flats	2 30
1 lb. talls, cases 4 doz., per doz.	4 50
1/2 lbs. cases 8 doz., per doz.	1 50
Chums, 1-lb. talls	2 05
Do., 1/2s, flat	1 20
Pinks, 1-lb. flat	2 25
Pinks, 1-lb. talls	2 65
Cohoes, 1-lb. talls	4 35
Cohoes, 1-lb. flats	2 25
Red Springs, 1-lb. talls	4 00
Red Springs, 1/2 lb.	2 45
White Springs (1s)	2 30
Salmon, Gaspe, Niobe Brand (case of 4 doz.)	2 25
Pilchards, 1-lb. talls	1 90
Whale Steak, 1-lb. flat	1 90
Canadian sardines (case)	6 75
Norwegian sardines, per case of 100 (1/4s)	22 00
Lobsters, 1/2-lb. talls, doz.	3 60
Do., 1-lb. talls	6 90
Do., 1-lb. flats	7 00
Sardines (Amer. Norweg'n style)	14 50
Sardines—Canadian brands (as to quality), case	9 50
Sardines, French	32 00
Shrimps, No. 1	2 25
Crab meat (Japanese), 1/2's	6 00
Crabs (dented), No. 1	6 75
Canned Vegetables and Fruits—	
Asparagus (Amer.) mammoth green, doz.	4 00
Tomatoes, 1s	0 95
Tomatoes, 3s	1 85
Tomatoes, U.S. pack, 2s	1 40
Tomatoes, 2 1/2s	1 90
Tomatoes, gallons	6 00
Peas, standards	1 45
Peas, early June	1 57 1/2
Peas, extra fine, 2s	2 35
Do., fancy, 20 oz.	1 57 1/2
Peas, Moigan, extra fine	2 20
Beans, golden wax	1 95
Beans, Refugee	1 95
Do., old pack	1 80
Do., new pack	2 00
Beets (new sliced), 2-lb.	1 40
Do., (old sliced), 2-lb.	1 60

Corn, 2s, doz.	2 20	2 27 1/2
Spinach (U.S.), 3s	3 00	
Do., (U.S.), gallons	10 00	
Corn (on cob, gal. cans), doz.	7 80	8 30
Red raspberries, 2s	4 00	4 17 1/2
Simcoes	2 75	
Red cherries, 2s	2 60	2 90
Strawberries, 1918 pack (2s)	4 00	
Rhubarb, 2 1/2s	2 60	
Blueberries, 2s, doz.	1 85	
Blueberries, gallons	7 00	
Pumpkins, 2s	0 85	
Pumpkins, 2 1/2s	1 00	1 10
Pumpkins, 3s	1 75	
Pumpkins (gallon), doz.	3 75	
Potatoes, Can. Sweet, 2 1/2-lb. tins	2 10	
Potatoes, Cal. Sweet, 2-lb. tins	2 75	
Apricots (Cal.), 2 1/2s	4 40	
Carrots, sliced, 2s	1 45	1 75
Apples (gallons)	4 00	5 00
Peaches, 2s (heavy syrup)	2 55	2 75
Peaches, stand. grade, 2 1/2 lb.	3 25-3 30-3 75	
Peaches (gallon peeled)	5 25	
Pears, No. 2	2 75	
Pears (Bartlett), 2 1/2s	3 35	5 00
Pears, 2s (in light syrup)	1 85	1 90
Pears, No. 2 (heavy syrup)	2 50	2 70
Pears, No. 2 (heavy syrup)	2 50-2 70-2 75	
Pears, 2 1/2s (heavy syrup)	3 40	
Pears, extra stand., 2 1/2s	4 50	
Pears, gallon (pie peeled)	7 00	
Pineapples, 1 1/2s	2 25	
Pineapples, 2s	3 10-3 40-3 50	
Do., sliced, 2 1/2-lb. talls, doz.	4 20-4 40-4 75	
Do., 1-lb. flats	1 90	2 25
Do., 2-lb. flats	3 25	3 40
Do., grated, 1s	1 90	
Do., grated, 2s	2 90	3 25
Do., grated, 2 1/2s	4 20	4 50
Greengate plums (light syrup), No. 2	2 25	
Lombard plums (heavy syrup), 2s	1 70	2 05

Molasses is Steady; Syrups Quiter

Montreal.

MOLASSES AND SYRUPS.—The molasses and syrup markets are steady and without change. Molasses has been pretty well distributed and the better grades are not very plentiful. Syrups are somewhat quieter and the trade is thought to be in fair shape as far as stock is concerned.

Corn Syrup—	
Barrels, about 700 lbs.	0 07 1/2
Half bbls.	0 07 1/2
Kegs	0 07 1/2
2-lb. tins, 2 doz. in case, case	4 80
5-lb. tins, 1 doz. in case, case	5 40
10-lb. tins, 1/2 doz. in case, case	5 10
20-lb. tins, 1/4 doz. in case, case	5 05
2-gal. 25-lb. pails, each	2 25
3-gal. 38 1/2-lb. pails, each	3 40
5-gal. 65-lb. pails, each	5 50
White Corn Syrup—	
2-lb. tins, 2 doz. in case, case	5 30
5-lb. tins, 1 doz. in case, case	5 90
10-lb. tins, 1/2 doz. in case, case	5 60
20-lb. tins, 1/4 doz. in case, case	5 55
Cane Syrup (Crystal) Diamond—	
2-lb. tins, 2 doz. in case, per case	7 50
Barrels, per 100 lbs.	10 25
Half barrels, per 100 lbs.	10 50
Glucose, 5-lb. cans (case)	4 80

Barbadoes Molasses—	Island of Montreal
Punchons	1 13
Barreles	1 16
Half barrels	1 18

For outside territories prices range about 3c lower.

Rice Some Easier; Not Much Sale

Montreal.

RICE, TAPIOCA.—The undertone of the rice market is easier and one jobber is quoting \$8.75 for a Rangoon quality, "B" selling at this price to \$9.25. There is plenty of supply and the market will tend to afford favorable buying for those needing stock.

Tapioca is steady and unchanged, but with less manifest strength than for some weeks.

Ice Drips—Japan	11 25
Carolina	12 50
Siam, No. 2	9 00
Siam (fancy)	10 50
Rangoon "B"	8 75
Rangoon CC	8 75
Mandarin	10 00
Pakling	9 10
Tapioca, per lb. (seed)	0 14 1/2
Tapioca (Pearl)	0 14

Peanuts Down 4c; Almonds Easier

Montreal.

NUTS.—The event of the week in nut markets is that of a lower price basis for peanuts in the shell. This is due to the ample supplies here and also owing to the promise of better and improved stocks coming in the market from the growing points of the south. Some varieties are down 4c per pound and the line is expected to rule easy.

Shelled almonds show a slightly easier position also and some jobbers offer them at 50c. In a general sense, however, and particularly on lines imported from Europe, the nut markets are very firm and importers do not expect early declines.

Almonds (Tara), per lb.	0 28	0 32
Almonds (shelled)	0 50	0 55
Almonds (Jordan)	0 70	
Brazil nuts (new)	0 25	0 30
Brazil nuts (med.)	0 15	0 17
Filberts (Sicily), per lb.	0 20	0 25
Filberts, Barcelona	0 24	0 25
Hickory nuts (large and small), lb.	0 10	0 15
Peanuts (roasted)—		
Bon Tons	0 25	
Jumbo	0 20	0 28
"G,"	0 18	
Coon	0 16	
Champion	0 22	
Fancys, per lb.	0 24	0 25
Extras, per lb.	0 19	0 20
Shelled, No. 1 Spanish	0 18 1/2	0 19
Shelled, No. 1 Virginia	0 19 1/2	0 20 1/2
Do., No. 2	0 14	
Peanuts (salted)—		
Fancy wholes, per lb.	0 40	
Fancy splits, per lb.	0 35	
Salted Spanish, per lb.	0 25	0 27
Pecans (new Jumbo), per lb.	0 28	0 32
Pecans, large, No. 2, polished	0 28	0 32
Pecans, New Orleans, No. 2	0 21	0 24
Pecans "paper shell," extra large Jumbo	0 60	
Walnuts (Grenoble)	0 29	0 35
Walnuts (new Naples)	0 16	0 18
Walnuts (shelled)	0 80-0 85-0 95	
Walnuts (Spanish)	0 30	0 33

Note—Jobbers sometimes make an added charge to above prices for broken lots.

Evaporated Apples Less; Table Raisins Scarce

Montreal.

DRIED FRUITS.—The reduction of one-half to two and one-half cents per pound for evaporated apples is the feature of the week in this line. They are more plentiful and with overseas demand probably much curtailed, the market has ruled on a lower price basis.

For the most part, prices on prunes, peaches and pears are steady. There is a reported scarcity of best table raisins, supplies which came forward being fairly well cleaned up already, with a number. The better grades, regardless of the prevailing high prices, have been selling freely. Peels are in active demand for the holiday trade. Spot prices are firm.

Apricots—		
Choice	0 26	0 28
Slabs	0 24 1/2	0 25

Fancy	0 30	
Apples (evaporated)	0 16	0 17 1/2
Do., fancy	0 20	0 20
Peaches (fancy)	0 21	0 23
Faced	0 19	
Choice	0 20	0 24
Extra choice	0 21	0 24
12 oz., per pkge.	0 16	0 18
Pears	0 24	0 25
Drained Peels (old)—		
Citron	0 46	
Lemon	0 40	
Orange	0 41	0 43
Drained Peels (new)—		
Lemon	0 40	0 41
Orange	0 42	0 43
Citron	0 47	0 48
Cut mixed (1-lb. cartons), doz.	1 10	4 80
In 36 lb. case		12 75
Cut, 10-lb. boxes (lb.)		0 48
Raisins—		
Malaga, table box of 22 lbs., 3-crown cluster, \$5.50; 4-crown cluster, \$6.50-\$6.75; 5-crown, \$7.50; 6-crown cluster, \$7.00-\$8.75.		
Muscatsels, loose, 2-crown	0 14	
Muscatsels, loose, 3-crown, lb.	0 15	
Malaga Raisins (5 1/2-lb. bxs), 3 cr.	1 75	
Do., 4 cr.	2 00	
Do., 5 cr.	2 25	
Do., 6 cr.	2 75	
Cal. seedless, loose	0 14 1/2	0 17 1/2
Fancy seeded, 16 oz. pkgs.	0 16	0 20
Choice seeded, 16 oz. pkgs.	0 17	0 19
Valencias, selected	0 11 1/2	
Valencias, 4-crown layers	0 11 1/2	
Sultanas (bleached) 50-lb. boxes	0 16 1/2	0 20
Currants, old pack., 15 oz.	0 29	0 31
12 oz.	0 23	0 24
50-lb. boxes, loose	0 28	
Cartons	0 32	
15 oz. pkgs.	0 23	0 24
80 lb. Ainslia	0 28	
12 oz.	0 26	
Do., new	0 32	
Cal. currants (loose)	0 18	
Cal. "Kurrants," 15 oz. pkge.	0 20	0 22
Dates, Excelsior, per case (36-10s)	7 50	7 92
Do., Dromedary (36-10 oz.)	8 00-8 50-8 64	
Packages only, Excelsior	0 20	
Packages only	0 19	0 20
Do., Dromedary	0 22	
Figs (new), 100 to case	11 00	
Figs (layer), 10-lb. boxes	1 90	2 75
Figs (mats)	0 16	0 18
Figs, Fancy Cal. White (Choice)—		
Pkgs. 16 oz. (10 pkgs.)	1 75	
Pkgs. 10 oz. (12 pkgs.)	1 45	
Pkgs. 8 oz. (20 pkgs.)	2 00	2 50
Pkgs. 6 oz. (50 pkgs.)	3 00	4 75
Pkgs. 4 oz. (70 pkgs.)	3 70	5 00
Muscatsels, 4-crown, lb.	0 13	
Prunes—		
Santa Clara	0 80-0 90-0 15	
California, 40-50s	0 19	0 25
50-lb. boxes, 80-90s	0 14 1/2	
90-100s	0 13	0 14
20-30s	0 25	
30-40s	0 20	
25-lb. cases, 50-60s	0 18	0 20
60-70s	0 17	0 18
70-80s	0 15	0 16
80-90s	0 14	0 15 1/2
90-100s	0 13	0 14
Oregon, 30-40s	6 15 1/2	
50-60s	0 18 1/2	
60-70s	0 17 1/2	
70-80s	0 16 1/2	

B.C. Beans Are \$6.60;

Peas Also Down

Montreal.

BEANS, PEAS.—As very definitely forecasted in CANADIAN GROCER for some time, the prices of beans were likely to come down. This week one jobber is selling B. C. white beans at \$6.60 per bushel. Prices have, on the whole, a tendency to soften. At the same time, some of the large handlers are not looking for a great deal of recession from the values obtaining to-day. There is very little activity and this fact may induce selling at favorable prices. Even at this writing quotations might be considered rather nominal. Split peas also have receded this week and the basis is as low as \$7, while green peas are down in one quarter two cents to 10c per pound.

Beans—		
Canadian, hand-picked, bush....	6 30	7 00
British Columbia	6 60	7 00
Brown Beans	7 00	
Japanese	8 00	8 40
Yellow Eyes	7 50	7 70
Rangoon beans, per bushel ..	7 00	7 50
Lima, per lb.	0 19	0 20
Kidney beans	8 00	8 50
Peas, white soup, per bushel ..	4 25	4 50
Peas, split, new crop, bag 98 lbs.	7 00	8 00
Peas (green)	0 10	
Do. (not), per bag 98 lbs.	6 50	
Barley, pearl, per bag 98 lbs.	7 50	8 25

Two Cents Pound Added to Coffees

Montreal.

COFFEE, COCOA.—Two cents per pound has been added to the price of various coffees. This does not mean that they will not be advanced again, either, and one of the biggest importers here stated to CANADIAN GROCER that another advance of two to three cents would be quite in order. Another stated that, even with the increase of two cents this week, values were too low. It is a significant fact also, that the importers and jobbers are unwilling to make large sales, various customers still being held down to their present needs, when shipment is made.

The Brazil holdings have been piling up until the increase amounts now to one and a half million bags above normal. With the farmers delivering some 75,000 to 85,000 bags daily to the various ports for shipment later, the holdings will soon be immensely greater. No relief is in sight as to either price or supply here.

Cocoa is steady and very firm, but no changes have been made. It is stated that supplies here are ample for the present trade, which is large.

Coffee, Roasted—

Bogotas, lb.	0 35	0 38
Jamaica, lb.	0 29	0 33
Java, lb.	0 42	0 45
Maracaibo, lb.	0 31 1/2	0 33
Mocha, grades	0 37	0 41
Mexican, lb.	0 30	0 33
Rio, lb.	0 29	0 31
Santos, Bourbon, lb.	0 32	0 35
Santos, lb.	0 32	0 35

Cocoa—

Bulk cocoa (sweet)	0 27	0 32
--------------------------	------	------

Tea Trade Quiet;

Will Move Later

Montreal.

TEAS.—The week has brought no changes, and trading has been on the light side. Buyers have been careful to secure their immediate requirements, but not very far beyond that. It is now expected that there will be a greater activity within the next few weeks. Stock-taking will be well along after the middle of January, and then retailers will be more inclined to buy. Price tendencies still are strong and advance may be made ere long.

Ceylon and Indias—

Pekoe, Souchongs, per lb.	0 47	0 49
Pekoes, per lb.	0 51	0 54
Orange Pekoes	0 55	0 57
Japan Teas—		
Choice	0 65	0 70
Early Picking	0 53	0 58
Javas—		
Pekoes	0 41	0 43
Broken Orange Pekoes	0 43	0 45
Superior grades of broken teas may be had from jobbers on request at favorable prices.		
Orange Pekoes	0 46	0 49

Spice is Active; Prices Continued

Montreal.

SPICES.—The markets are active and one jobber states that it is difficult to secure such supplies as his trade calls for. There is nothing to indicate an improvement in this respect, and with stocks none too heavy prices will probably rule steady and firm.

	5 and 10-lb. boxes	
Allspice	0 20	0 22
Cassia (pure)	0 35	0 37
Cloves	0 75	0 77
Cream of tartar	0 95	1 00
Ginger	0 30	0 40
Ginger (Cochin or Jamaica)	0 30	0 30
Mace	0 80	1 00
Mixed spice	0 30	0 32
Nutmegs	0 45	0 50
Pepper, black	0 42	0 45
Pepper, white	0 48	0 50
Pepper (Cayenne)	0 35	0 37
Pickling spice	0 25	0 27
Paprika	0 65	0 70
Turmeric	0 28	0 30
Tartaric acid, per lb. (crystals or powdered)	1 30	
Cardamon seed, per lb., bulk....	2 00	
Carraway, Dutch, nominal	0 80	0 90
Cinnamon, China, lb.	0 30	
Cinnamon, per lb.	0 35	
Mustard seed, bulk	0 35	0 40
Celery seed, bulk (nominal)	0 85	0 90
Shredded cocoanut, in pails....	0 21	0 23
Pimento, whole	0 20	0 22

For spices packed in cartons add 3 1/2 cents a lb. and for spices packed in tin containers add 10 cents per lb.

Honey Holds Firm; Big Lots Moved

Montreal.

HONEY, MAPLE PRODUCTS.—Honey has been held this week on a very steady basis. Movement has been very heavy, one large jobber reports, and big lots have changed hands at well held prices. Several cars have been exported, and in view of the fact that the product is a desirable one as a table food, and in active demand, prices are likely to be held. Maple products are very firm and steady and the season is so far along that little supply can be expected to come forward.

Maple Syrup—

10-lb. cans, 6 in case, per case....	\$15 10
5-lb. cans, 12 in case, per case....	17 10
2 1/2-lb. cans, 24 in case, per case....	18 50

Maple Sugar (nominal)

.....	0 30
-------	------

Honey, Clover—

Comb (fancy)	0 30
Comb (No. 1)	0 28
In tins, 60 lbs.	0 26
30-lb. pails	0 27
10-lb. pails	0 28
5-lb. pails	0 28
Honey—Buckwheat, tins or bbls.	0 23

Oatmeals, Graham Flour, Corn Flour Easier

Montreal.

CEREALS.—The week's changes are those of slight declines for oatmeal, graham flour and corn flour. The sale of corn flour has declined materially, and in view of its restricted use there is likely to be plenty available on easier price basis than for some time. While rolled oats are easy, there has been no lowering of price, and, in fact, one miller has been asking a little more for supplies this week. Immediate changes are not looked for by some. Pot barley is quoted as low as \$4.60; pearl hominy at \$6.75 and rye flour at \$5.85 to \$6.25.

It is fully expected that the government will relieve holders of substitutes of their surplus, but some feel that the allowances will not enable them to get from under so that they will get invested money back.

Self-raising flour	.....	.....
8-lb. pkgs., doz.	.....	2 90
6-lb. pkgs., doz.	.....	5 70
Cornmeal, Gold Dust	.....	6 00
Cornmeal	.....	4 70
Barley, pearl	.....	6 25
Barley, pot, 98 lbs.	.....	4 60
Barley (roasted)	.....	7 50
Buckwheat flour, 98 lbs.	.....	7 25
(As to grade)	.....	8 50
Cornflour, white (2 bags)	.....	10 00
Rice flour	.....	8 75
Hominy grits, 98 lbs.	.....	6 75
Hominy, pearl, 98 lbs.	.....	6 75
Graham flour	.....	5 70
Oatmeal (standard-granulated and fine)	.....	5 30
Oatmeal (packages) fine cut.	.....	5 70
Peas, Canadian, boiling, bush.	.....	4 00
Split peas	.....	8 00
Rollod oats, 90-lb. bags	.....	4 85
Rollod oats (family pack.), case	.....	5 50
Rollod oats (small size), case.	.....	1 95
Rollod wheat (100-lb. bbls.)	.....	7 10
Rye flour (Can.), 98 lbs.	.....	5 85
Do. (American), 98 lbs.	.....	6 85
Tapioca flour, lb.	.....	0 15

Flour Sales Light; Feeds Very Active

Montreal.

FLOUR AND FEEDS.—The sale of flour locally is very restricted. It is thought that the consumer is just buying from hand to mouth, anticipating a drop in the market, but this, the millers feel, is unlikely to come about. There is naturally a great deal of export business through the Government channels, and this will probably continue, Canada's nearness to Europe giving her a preferred position as regards delivery.

There is less price spread on feeds and these are in active request, with supplies still inadequate, some assert. Feed oats are easier and are quoted here at 98c per bushel.

War Standard, Graham and Whole Wheat Flours—	
Mixed car lots on track	11 25
Straight car lots on track (minimum 50,000 lbs. on track) (to bakers)	11 25
Add 20c for delivery for small lots.	
Shorts, car lots on track	42 25
Bran, per ton, car lots on track	37 25
Crushed oats	61 00
Barley meal	55 00
Barley chop	55 00
Gluten feed (23% protein)—	
F.O.B. Cardinal	62 00
F.O.B. Ft. William	60 00
Feed oats, per bushel	0 98
Shorts and bran delivered in Montreal	\$1.00 per ton extra.

Celery Goes Up; Lettuce, Parsley

Montreal.

VEGETABLES.—Celery has advanced and the Montreal variety is selling at \$7 to \$8 per crate. California variety is also to hand this week and is quoted at \$10 per crate. Lettuce is firmer and Canadian parsley is selling up to 50c, an advance of 10c.

Sweet potatoes are firmer and the tendency is toward higher prices. Artichokes are on the market at \$1.75 per bag, but there are not enough of these to meet the demand.

Artichokes (bag)	1 75
Beans, new string (American)	

basket	3 00	3 50
Beets, bag	0 75	1 00
Brussels Sprouts, quarts	0 15	0 15
Brussels Sprouts (doz.)	1 00	1 00
Cucumbers, Boston (doz.)	3 50	3 50
Cauliflower (Montreal), doz.	2 00	2 50
Cabbage (Montreal), doz.	0 50	1 00
Cabbage, bbl.	1 50	1 50
Carrots, bag	0 75	1 00
Celery (Montreal), doz.	1 00	1 00
Do., crates (6-7 doz.)	7 00	8 00
Celery, California	10 00	10 00
Horseradish, lb.	0 20	0 20
Lettuce, curly (doz.)	0 50	0 60
Lettuce, Boston, box	2 75	2 75
Leeks	3 00	3 00
Mint	0 60	0 60
Mushrooms, lb.	0 90	0 90
Onions, Can., bag (75 lbs.)	1 50	2 00
No. 1 Yellow (75 lbs.)	1 50	1 75
No. 1 Red (75 lbs.), crate	1 50	1 75
Onions, Spring (Imported), doz.	0 40	0 50
Oyster Plant	0 50	0 50
Cranberries, gallon	0 75	0 75
Parsnips, bag	1 25	1 25
Parsley (Canadian)	0 50	0 50
Potatoes, Montreal new (90-lb. bag)	1 60	1 75
Potatoes (New Brunswick), bag.	1 90	1 90
Potatoes (sweet), hamper	3 25	3 50
Romane	0 50	0 50
Spinach, box	1 00	1 00
Squash (Huber), doz.	3 00	3 00
Turnips, per bag	1 00	1 25
Tomatoes (hothouse), lb.	0 35	0 35
Watercress (Can.)	0 50	0 50

Cranberries Cost More; Fruits Very Active

Montreal.

FRUITS.—Cranberries are moved up this week one dollar per barrel. Best variety are selling at \$15 and there is an apparently good supply for the holiday trade.

Oranges and lemons, and also grape-

fruit, have come to hand freely and are on a much better price basis than in previous weeks, and with one change from last report, for the best grades, which are sold at \$8.

There is a very active demand for grapes and fancy fruits, which are obtainable. Box apples are selling at \$3.50 in this market.

Apples—

Baldwins	6 00
Blenheims	4 50
Wealthy (in bbls.), No. 1	7 00
Do., No. 2	5 50
Greenings	6 50
McIntosh Reds (best)	8 00
Gravensteins, No. 1	4 00
Fameuse, No. 1	7 50
Do., No. 2	6 50
Spys	7 00
Russets	6 00
Kings, No. 1	6 00
Do., No. 2	5 50
Wagners	5 25
Apples (in boxes)	3 50
Bananas (fancy large), bunch.	4 50
Cranberries, bbl.	14 00
Do., gal.	0 75
Grapes (California fancy), 4 bask.	5 00
Grapes—	
Spanish Almeria, keg (heavy)	11 00
Do., (med.)	10 00
Tokays	3 00
Malagas	2 50
Emperor, keg	5 50
Grapefruit (fancy Porto Rico)	4 50
80, 96, 112	4 50
Lemons (fancy new Malagas)	6 00
Lemons (California)	6 00
Pears, Cal., eating, small box.	4 00
Pears, California (110 size)	5 50
Oranges, Porto Rico	5 00
Oranges, Florida	5 50
Evergreen, bunch	2 00
Holly (crowns), doz.	1 50

ONTARIO MARKETS

CHEESE IS FIRM AND HIGH

TORONTO, Dec. 11.—Holiday business is coming along splendidly, this being shown in an active demand for nuts, raisins, oranges, tangerines, apples and kindred lines. Supplies of fresh fruits are very good, and prices on oranges are lower. Cucumbers, hothouse tomatoes, lettuce, endives and Casaba melons are being offered for the Christmas trade. Cocoanut is high, and some additional lines of coffee move upward.

Sugar Outlook Unchanged at Present

Toronto.

SUGAR.—There is really very little new to report in the situation, and no great improvement in delivery is looked for prior to the end of this year. The refiners are not all operating as yet, and it is thought that it will be the first of the year before raw sugars are available in sufficient quantity to enable the refiners to catch up with the demands of the trade. During January and from then on improvement is looked for, although from this angle it is unknown what export business may develop. This being the case, it is a little hard to predict as yet what the future may have in store, but hopes are expressed that the experiences of the past year will not be repeated. The demand for icing sugars shows quite an improvement, and refiners have had great difficulty in meeting this.

Atlantic, extra granulated	10 36
St. Lawrence, extra granulated	10 31
Acadia Sugar Refinery, extra granulated..	10 36
Can. Sugar Refinery, extra granulated..	10 26
Dom. Sugar Refinery, extra granulated..	10 31
Canada Sugar differentials: 50-lb. sacks, 10c over 100-lb. 20-lb. gunnies, 25c advance; 10-lb. gunnies, 40c advance; 5-lb. cartons, 50c advance; 2-lb. cartons, 60c advance. St. Lawrence differentials: In 25-lb. gunnies, 25c over 100 lb.; 20-lb. gunnies, 40c advance; 10-lb. gunnies, 50c advance; 5-lb. gunnies, 60c advance; 2-lb. cartons, 70c advance. Atlantic differentials: 20-lb. bags, 40c advance over 100 lb.; 10-lb. gunnies, 50c advance; 5-lb. cartons, 50c advance; 2-lb. cartons, 70c advance. Acadia 100 lbs.; 10-lb. gunnies, 45c advance; 5-lb. cartons, 45c advance; 2-lb. cartons, 50c advance. Barrels of granulated and yellow may be had at 5c over above prices, which are for bags. Fancy sugars make a corresponding increase when put up in small packages. No. 1 yellow is 30 to 40c per 100 lbs. under granulated. No. 2 yellow is 10 to 20c per 100 lbs. under No. 1 yellow, and No. 3 yellow 20c to 30c less than No. 1.	

Cocoanut Firm; Other Lines Strong

Toronto.

COCOANUT, OTHER LINES.—The market on cocoanut rules with a very firm undertone, quotations which are

being made to the trade ranging at the following levels: Ceylon, full boxes, 32c per pound; Edelwiss Desicated, 32c; Featherstrip, 35c.

Supplies of Dominion salt in the new sized package have been received and quotations for the 5-lb. bags, 60 to barrel, are being made at \$5.50 per barrel to the country trade. Taylor's borax soap at \$7.75 per case and Diamond glass wash boards at \$6.30 per dozen, show advances in prices.

Molasses Remains Steady; Syrup Active

Toronto.

MOLASSES, SYRUPS.—There is a very steady tone in the market on molasses. Sales are limited to immediate needs of trade and orders are being taken care of quite well.

The demand for corn syrup is considered very good for this season of the year. Prices are holding steadily and as far as can be learned there is no immediate prospect of any change.

Corn Syrups—

Barrels, per lb.	0 07½	
Cases, 2-lb. tins, yellow, 2 doz. in case	4 80	
Cases, 5-lb. tins, yellow, 1 doz. in case	5 40	
Cases, 10-lb. tins, yellow, ½ doz. in case	5 10	
Cases, 2-lb. tins, white, 2 doz. in case	5 30	
Cases, 5-lb. tins, white, 1 doz. in case	5 90	
Cases, 10-lb. tins, white, ½ doz. in case	5 60	
Half barrels, ¼c over bbls.; ¼ bbls., ½c over bbls.		

Cane Syrups—

Barrels and half barrels, lb.	0 08	0 08½
Cases, 2-lb. tins, 2 doz. in case	7 00	

Molasses—

Fancy, Barbadoes, barrels	1 05	1 10
Choice Barbadoes, barrels	0 95	1 00
West India, ½ bbls., gal.	0 56	
West India, No. 10, kegs	6 50	
West India, No. 5, kegs	3 25	
Tins, 2-lb., table grade, case 2 doz., Barbadoes	4 90	
Tins, 3-lb., table grade, case 2 doz., Barbadoes	6 75	
Tins, 5-lb., 1 doz. to case, Barbadoes	5 30	
Tins, 10-lb., ½ doz. to case, Barbadoes	5 20	
Tins, 2-lb., baking grade, case 2 doz.	5 50	
Tins, 3-lb., baking grade, case of 2 doz.	7 40	
Tins, 5-lb., baking grade, case of 1 doz.	....
Tins, 10-lb., baking grade, case of ½ doz.	....
West Indies, 1½, 48s	6 95	

Canned Goods Quiet; Holding Firm

Toronto.

CANNED GOODS.—As a whole, trade is just a little quiet at the present time. This is a seasonable condition and there seems to be little prospect of any immediate improvement. The salmon outlook is no better, the trade still facing a period of uncertainty as regards this line. Gallon apples show a decline in quotation of \$4.35 dozen. Aylmer standard corn, 2s, is higher at \$2.40 per dozen. One line of pears is being quoted for 2s at \$2.00, with an advance to \$2.35 expected.

Salmon—

Seakeye, 1s, doz.	4 00	4 50
Seakeye, ½s, doz.	2 40	2 50
Alaska reds, 1s, doz.	3 75	3 85
Chumma, 1-lb. tins	2 35	2 60
Do., ½s, doz.	1 35	1 45
Pinks, 1-lb. tins	2 25	2 60
Do., ½s, doz.	1 25	1 50

Cohoes, ½-lb. tins	1 85	1 90
Cohoes, 1-lb. tins	3 45	3 75
Red springs, 1-lb. tins	3 65	3 95
White springs, 1s, dozen	2 30	2 35
Lobsters, ½-lb., doz.	8 75	
Pilchards, 1-lb. tins, doz.	1 90	2 15
Canned Vegetables—		
Beets, 2s	1 90	2 30
Tomatoes, 2½s	1 80	2 10
Peas, standard	1 50	1 95
Peas, early June	1 67½	2 25
Beans, golden wax, doz.	2 00	2 10
Asparagus tips, doz.	3 42½	3 45
Asparagus butts	2 00	2 02½
Corn, 2s, doz.	2 40	2 60
Pumpkins, 2½s	1 80	2 00
Spinach, 2s, doz.	1 90	
Do., 2½s, doz.	2 52½	2 55
Do., 10s, doz.	7 55	7 57½
Succotash, 2s, doz.	2 30	2 35
Pineapples, sliced, 2s, doz.	3 20	3 50
Do., shredded, 2s, doz.	3 00	3 02½
Rhubarb, preserved, 2s, doz.	2 07½	2 10
Do., preserved, 2½s, doz.	2 65	2 67½
Do., standard, 10s, doz.	4 50	4 52½
Cherries, 2s	2 75	2 90
Peaches, 2s	2 87½	
Pears, 2s	2 35	2 87½
Plums, Lombard, 2s	1 97½	2 22½
Plums, Green Gage	2 17½	2 37½
Raspberries, 2s, H.S.	4 50	
Strawberries, 2s, H.S.	4 50	
Blueberries, 2s	2 10	2 35
Preserved Fruits, Pint Sealers—		
Peaches, pint sealers, doz.	3 40	3 45
Jams—		
Apricot, 4s, each	0 84	
Black currants, 16 oz., doz.	3 40	3 90
Do., 4s, each	0 98	
Gooseberry, 4s, each	0 84	
Peach, 4s, each	0 82	
Red currants, 16 oz., doz.	3 45	
Raspberries, 16 oz., doz.	3 40	4 25
Do., 4s, each	0 98	1 10
Strawberries, 16 oz., doz.	3 90	4 25
Do., 4s, each	1 08	1 10

No Dates for Christmas; Raisins Coming

Toronto.

DRIED FRUITS.—Latest advices seem to preclude the possibility of any dates arriving for Christmas. Licenses have been secured and forwarded to Washington, but a hitch seems to have developed between the Food Board and War Trade Board, which bids fair to delay shipments beyond the time for holiday trade. Raisins are reported rolling and a fair assortment will soon be available. Indications are that there will be no prunes come through. Advices from one Oregon packer stated that three or four cars had been loaded for Canada, but they had had to be diverted to United States points. This would indicate that no let-up on prunes is contemplated and peaches are in about the same boat. There is quite a good deal of activity in evaporated apples and prices to the trade are ranging around 16½ to 17c per pound.

Apples, evaporated, Ontario	0 16½	0 17
Apricots, unpitted	0 16½	
Do., fancy, 25s	0 80	
Do., choice, 25s	0 25½	0 27
Do., standard, 25s	0 22½	0 26
Candied Peels, American—		
Lemon	0 43½	
Orange	0 45½	
Citron	0 53	

Currents—

Grecian, per lb.	0 26	0 28
Australians, recleaned, ½ cs, lb.	0 25	0 27

Dates—

Excelstior, kgs., 3 doz. in case	6 50	6 75
Dromedary dates, 3 doz. in case	7 50	7 75

Figs—

Tape, lb.	....	....
Malaga, lb.	....	....
Comadre figs, mats, lb.	0 13	0 14
Cal., 4 oz. pkgs., 70s, case	5 00	
Cal., 8 oz., 20s, case	3 25	
Cal., 10 oz., 14s, case	2 25	
Cal., 10 oz., 12s, case	2 25	
Prunes—		
30-40s, per lb.	0 18	
40-50s, per lb.	0 19	

50-60s, per lb.	0 16½	0 18
70-80s, per lb.	0 14½	0 16
80-90s, per lb.	0 13½	0 14½
90-100s, per lb.	0 12½	0 13
100-120s	0 10½	
Peaches—		
Standard, 25-lb. box, peeled	0 24	
Choice, 25-lb. box, peeled	0 25	
Fancy, 25-lb. boxes	0 22	
Practically peeled, 25-lb. boxes	0 22½	
Extra choice, 25-lb. box, peeled	0 26	
Raisins—		
California bleached, lb.	0 17	0 18
Seeded, fancy, 1-lb. packets	0 15½	0 16
Seedless, 16-oz. packets	0 16	
Seedless, Thompson's, 25s	0 16	
Do., Bakers, Thompsons	0 16	0 17½
1 Crown Muscatels, floated, 50s	0 14	
Spanish, Connosieurs, ¼ boxes	2 00	
Do., 22-lb. boxes	6 50	
Do., Extra Dessert, box	7 50	

Indications Point to Strong Tea Market

Toronto.

TEAS.—There seems to be every indication that strong prices on teas can be expected. It is reported that already some export from United States ports has occurred and a reduction in stocks at United States points will exercise a stiffening influence on the market here. There is a fair amount of trading in teas, about the usual December business passing.

Ceylon and India—

Pekoe Souchongs	0 46	0 48
Pekoes	0 48	0 56
Broken Pekoes	0 56	0 58
Orange Pekoes	0 58	0 60
Broken Orange Pekoes	0 60	0 62

Javas—

Broken Pekoes	0 45	0 48
---------------	------	------

Japans and Chinas—

Early pickings, Japans	0 50	
Second pickings	0 40	0 48
Hyson Thirds, lb.	0 40	0 48
Do., Seconds	0 50	0 55
Do., sifted	0 50	0 62

Market Holds Strong on Coffee

Toronto.

COFFEE.—The market holds very strong on coffee and no indication of a recession is in evidence. The market in Brazil is fluctuating, but the tendency remains for high prices. An advance of 1c per pound has been made in Chase and Sanborn's coffee, the new prices being as follows: ½ lb. tins, 45c per pound; 1 lb. tins, 44c; 2 lb. tins, 43c.

Coffee—

Java, Private Estate	0 45	
Java, Old Government, lb.	0 38	0 40
Bogotas, lb.	0 37	0 38
Guatemala, lb.	0 36	0 37
Maracaibo, lb.	0 34	0 35
Mexican, lb.	0 38	0 39
Jamaica, lb.	0 33	0 34
Blue Mountain Jamaica	0 38	0 39
Mocha, lb.	0 38	0 39
Mocha, Arabian, lb.	0 40	
Rio, lb.	0 27	0 32
Santos, lb.	0 32	0 33
Santos, Bourbon, lb.	0 34	0 36
Ceylon, Plantation, lb.	0 38	0 39
Chicory, lb.	0 30	0 33
Cocoa—		
Pure, lb.	0 25	0 30
Sweet, lb.	0 20	0 24

Little Variation Shown in Spices

Toronto

SPICES.—There has been little variation in the market on spices this week. The demand is very good and prices hold steady.

	Per lb.	
Allspice	0 18	0 25
Cassia	0 33	0 45
Cinnamon	0 45	0 60

Cayenne	0 30	0 35
Cloves	0 75	0 85
Ginger	0 30	0 45
Herbs — sage, thyme, parsley, mint, savory, marjoram	0 40	0 70
Pastry	0 28	0 40
Pickling spice	0 22	0 30
Mace	0 90	1 10
Peppers, black	0 44	0 46
Peppers, white	0 50	0 55
Paprika, lb.	0 60	0 65
Nutmegs, selects, whole, 100s	0 45	0 50
Do., 80s		0 55
Do., 64s	0 60	0 65
Mustard seed, whole	0 40	0 55
Celery seed, whole		0 75
Coriander, whole	0 25	0 35
Caraway seed, whole	0 90	1 00
Turmeric		0 30
Cream of Tartar— French, pure	1 00	1 10
American high test		
2-oz. packages, doz.	2 00	
4-oz. packages, doz.	3 50	
8 oz. tins, doz.	6 75	6 85
Tartarine, barrels, lb.	0 21	
Do., 8 oz., doz.	1 75	
Do., 16 oz., doz.	3 25	

Nut Markets

Generally Firm

Toronto.

NUTS.—The markets as a whole are quite steady and firm. Some fluctuations have occurred, but these are comparatively small. Brazils are firmly held locally with no prospect of any further shipments coming for sometime. The same is true of pecans. The demand for all lines is very fair and an improvement in sorting business is noticeable.

Almonds, Tarragonas, lb.	0 26	0 30
Butternuts, Canadian, lb.		0 08
Walnuts, California, lb.	0 40	0 42
Walnuts, Grenobles, lb.	0 33	0 35
Walnuts, Bordeaux, lb.	0 34	0 35
Filberts, lb.	0 22	0 25
Pecans, lb.		0 30
Cocoanuts, Jamaica, sack	9 00	9 50
Peanuts, Jumbo, roasted	0 24	0 25
Brazil nuts, lb.	0 30	0 32
Shelled— Almonds, lb.	0 45	0 50
Filberts, lb.	0 38	0 45
Walnuts, lb.	0 73	0 77
Peanuts, Spanish, lb.	0 17	0 18
Do., Chinese, 30-32 to oz.	0 14	0 15
Brazil nuts, lb.		0 85

Bean Market Quiet;

Limas May Come

Toronto.

BEANS—There is little that is new in the situation on beans. Prices are low but this has evidently proved no factor to stimulate interest in these. It is understood that licenses to import lima beans have been secured, but these are subject to Grain Board approval so the trade is still uncertain as to whether they will come. The market has strengthened since orders were placed two or three months ago and there may develop a tendency to curtail orders if not to cancel altogether.

Ontario, 1-lb. to 2-lb. pickers, bu.	6 00	6 75
Do., hand-picked		7 00
Can. White Kidney Beans, bush.	8 40	9 00
Japanese Kotonashi, per bush.		7 00
Rangoons, per bushel		6 00
Limas, per pound	0 17½	

Little New in

Rice Situation

Toronto.

RICES.—There is little really new in the situation this week. Stocks are considered ample, but by no means heavy. Quotations received from the Coast this week show little change and prices locally are fairly well maintained.

Texas, fancy, per 100 lbs.	12 50	13 00
Blue Rose Texas, per 100 lbs.	12 75	13 50
Honduras, fancy, per 100 lbs.	13 00	13 50
Siam, fancy, per 100 lbs.	10 50	11 50
Siam, second, per 100 lbs.	10 00	11 00
Japans, fancy, per 100 lbs.	11 00	12 00
Japans, second, per 100 lbs.	10 00	11 00
Chinese XX, per 100 lbs.	9 00	10 50
Do., Simiu		13 00
Do., Mujin, No. 1		12 00
Do., Pakling		11 50
Tapioca, per lb.	0 14½	0 15
White Sago	0 14½	0 16

Package Goods

Holding Steady

Toronto.

PACKAGE GOODS. — As a whole, package goods are steady. The demand is only fair, but prices generally have held at unchanged figures.

PACKAGE GOODS		
Rolled Oats, 20s round, case		\$5 60
Do., 20s square, case		5 60
Do., 36s, case		4 00
Do., 18s, case		2 00
Corn Flakes, 36s, case	4 00	4 25
Shredded Wheat, 36s, regular, case		4 50
Cooker Package Peas, dozen		1 50

Little Demand for

Honey; Maple Syrup

Toronto.

HONEY, MAPLE SYRUP. — The demand for honey is considered poor and buying interest is light. Dealers intimate that it would be possible to buy at figures much below levels paid for supplies on hand, but they do not want any further stocks. There has been some export business on honey and had it not been for this stocks would have been at very unsatisfactory levels in view of light local demand. Maple syrup is without change.

Honey—		
Clover, 2½-lb. tins	0 29	0 30
5-lb. tins	0 28	0 30
10-lb. tins	0 28	0 30
60-lb. tins	0 27	0 28
Comb, No. 1, fancy, doz.	3 75	4 25
Do., No. 2, doz.		3 00
Maple Syrup—		
No. 1, 10-lb. tins, 6 to case		15 10
No. 2, 5-lb. tins, 12 to case		17 10
No. 3, 2½-lb. tins, 24 to case		18 50
No. 3, 32-oz. bottles, 24 to case		16 70
Gallon tins, Imperial, per gal.		2 25
5-gallon tins, Imperial, per tin		10 50
Barrels, 25 or 40 Imp. gals., gal.		2 00

Oranges Lower;

Trade Improving

Toronto.

FRUITS. — Oranges show a decline locally this week and already a brisker tone as a result of holiday trading is being felt. Primary points show a slight stiffening of values. Prices to-day are just about double at primary points what they were two years ago. There will be no Spanish Valencias available again this year. Navels are coming along fairly well and there seems to be a feeling that a stronger market may be looked for for Christmas. Grape fruit shows little change locally though primary points show a stiffer tendency. This is considered a result of removal of sugar restrictions, which may result in heavier demand for the fruit. Lemons are easier, though it is felt bottom has been reached and a fairly steady and firm market may be expected. Apples are strong, both on local stock and boxed apples from the United States. The ex-

port demand is the big factor in this stiffening of values. Locally there have been some slight recessions in one or two lines of box apples.

Apples—

11-qt. basket	0 30	0 50	
Do., B.C. McIntosh Reds, box	2 85	3 25	
Do., B.C. Jonathans, box	3 25	3 40	
Do., Rome Beauty, box	3 25	3 50	
Do., Winesaps, box		3 25	
Do., Delicious, box	3 85	4 00	
Do., Spys, box	2 25	3 00	
Do., Greenings, box	2 15	2 75	
Do., Baldwins, box	2 15	2 25	
Do., in Barrels.	No. 1	No. 2	No. 3
Kings	6.00	5.50	5.00
Greenings	5 50-6 00	4 50-5 00	4 00
Baldwins	5 50-6 00	5 00-5 50	
Spys	7 00-6 00		4 50
Russets		5 50	5 00
Tolman Sweets		5 50	5 00
Bananas, per lb.		0 07	0 07½
Cranberries, Early Black, bbls.			11 50
Do., Late Howes, bbl.		13 50	14 00
Grapes—			
Do., Malagas, bbl.	10 00		14 00
Grapefruit—			
Florida, 36s, 46s	4 00		5 00
Do., 54s, 64s, 70s			4 75
Do., 80s, 96s			5 00
Oranges—			
Florida, 126s, 150s, 176s, 200s, Do., 288s, 324s	4 50		6 00
Florida, Pineapple Variety, all sizes			6 50
Florida Tangerines, all sizes, ½ box	4 00		4 50
California navels, 80s			4 50
Do., 96s, 100s			5 00
Do., 126s			6 00
Do., 150s	6 50		6 75
Do., 176s, 200s, 216s, 250s	7 00		7 50
Mexicans, all sizes			4 00
Lemons, Cal., case	5 50		6 00

Little Interest in

Cabbage; Potatoes Down

Toronto.

VEGETABLES.—There seems to be little interest in cabbage on this market. Prices range from \$1.25 to \$1.50 per barrel. The inquiry for onions is improving with fair supplies available, though no Spanish are available and none looked for in the immediate future at least. Potatoes are down, Ontarios selling at from \$1.50 to \$1.65 per bag and N.B. Delawares at from \$1.85 to \$1.90 in some quarters. Leaf and head lettuce, cucumbers, hothouse tomatoes, Endives and Casaba melons are available for the holiday trade.

Beans, green, hamper	4 50	5 00
Cabbage, Can., bbl.	1 25	1 50
Carrots, bag	0 75	1 00
Celery, crates	3 00	3 25
Do., Fancy Thedford, case	4 50	5 00
Cucumbers, doz.		3 50
Endives, dozen		1 25
Lettuce, head, hamper	3 50	4 00
Do., leaf, dozen	0 30	0 35
Melons, Casaba, 6-8 to case, case		2 75
Mushrooms, 3-lb. boxes		3 00
Onions, Can. Yellow, 100-lb. bag	2 00	2 25
Do., green, Shallots, doz.		1 00
Parsnips, bag	1 00	1 25
Potatoes, sweet kiln dried, hamper	3 00	3 10
Potatoes, Ontario, bag	1 50	1 75
Do., N.B. Delawares, bag	1 85	2 15
Tomatoes, Hothouse, lb.	0 30	0 35
Turnips, bag		0 75

Flour Situation

Without Special Feature

Toronto.

FLOUR.—There is no special feature of interest in the situation on flour. There has been no change in standard of flour being milled and demands of the trade are being met without any trouble. The price is unchanged.

Continued on page 42

WEEKLY MARKET REPORTS BY WIRE

Statements From Buying Centres, East and West

Alberta Markets

FROM CALGARY, BY WIRE.

Calgary, Alta., December 10.—Compound lard advanced $\frac{1}{2}$ c a pound. Gold Dust 15c in case lots. Gelatine and imported mustards are higher this week. China rice quoted at \$4.80 for No. 1 and \$4.10 for No. 2. Local mills expect to be able to deliver Farina this week, and the price will be around \$11.70. Navel oranges are \$5.50 to \$8.50; Floridas \$7; lemons \$8; grapefruit \$5.50 to \$7.50. Poultry is coming along in good quantities; dressed turkeys No. 1 35c, No. 1 chicken 25c.

Beans, small white, per cwt.	10 50	12 00
Beans, small, ivory, lb.	0 07	0 08
Beans, Kootenashi		14 00
Flour, 98s, per bbl.	10 70	
Rye flour, 49s, per bbl.	10 60	
Cornmeal, 24s, per bbl.	11 00	
Rolled oats, 80s	4 50	4 60
Rice, Siam, cwt.	9 25	10 00
Rice, China mat., No. 1		4 80
Do., No. 2		4 10
Tapioca, lb.	0 14	
Sago, lb.	0 14	
Sugar, pure cane, granulated, cwt.	11 02	
Cheese, No. 1, Ontario, large	0 28	0 29½
Butter, creamery, lb.	0 49	
Do., dairy, lb.	0 35	0 40
Lard, pure, 3s, per case	19 80	
Eggs, new-laid, case	18 00	
Eggs, No. 1 storage, case	16 00	16 50
Candied peel, lemon, lb.		0 34½
Do., orange, lb.		0 36½
Do., citron, lb.		0 39½
Tomatoes, 2½s, stand. case, spot.	3 50	4 25
Corn, 2s, case	4 80	5 00
Peas, 2s, standard case		3 50
Apples, gals., Ontario, case	2 20	2 85
Strawberries, 2s, Ontario, case		8 50
Raspberries, 2s, Ontario, case	8 50	8 75
Cherries, 2s, red, pitted		6 40
Apples, evaporated, 50s, lb.	0 18	
25s, lb.		0 18¾
Apricots, evaporated, lb.	0 26	0 29
Peaches, evaporated, lb.	0 18	0 20
Peaches, 2s, Ontario, case		4 75
Salmon, pink, tall, case	9 00	10 25
Salmon, Sockeye, tall, case	16 50	16 75
Do., halves		18 50
Potatoes, per ton		33 00
Oranges, navels	5 50	8 50
Oranges, Florida		7 00
Lemons, case		8 00
Grapefruit	5 50	7 50

New Brunswick Markets

FROM ST. JOHN, BY WIRE.

St. John, N.B., December 10.—The decline in demand since the influenza epidemic shows its effect on lemon prices in a sharp reduction. They are now selling at \$6.50 to \$7.50; oranges are also easier, Florida \$6.50 to \$7, first of new crop California now due quoted in advance \$6 to \$8.50; grapefruit \$6 to \$6.50. Fresh eggs higher, 65c. American

clear pork has advanced and is now \$57 to \$63. Business continues good, with brisk demand for Christmas lines.

ST. JOHN, N.B.:		
Flour, No. 1 patents, bbls., Man.	\$12 65	
Cornmeal, gran., bags	7 00	
Cornmeal, ordinary, bags	3 65	3 75
Sugar—		
Standard, granulated	10 35	10 40
No. 1, yellow	9 85	9 90
Cheese, N.B., twins	0 29½	0 30
Eggs, fresh, doz.		0 65
Eggs, case	0 55	0 56
Breakfast bacon	0 38	0 40
Butter, creamery, per lb.	0 48	0 50
Butter, dairy, per lb.	0 45	0 48
Butter, tub	0 43	0 45
Margarine	0 33	0 35
Lard, pure, lb.	0 35	0 35½
Lard, compound	0 28	0 28½
American clear pork	57 00	63 00
Beef, corned, 1s		4 90
Tomatoes, 3s, standard, case		4 40
Raspberries, 2s, Ont., case		8 80
Peaches, 2s, standard case		6 00
Corn, 2s, standard case		4 90
Peas, standard case		3 30
Apples, gal., N.B., doz.		4 00
Strawberries, 2s, Ont., case		8 20
Salmon, Red, spring, cases		
Pinks	11 00	11 50
Cohoes	14 50	15 00
Chums		8 50
Evaporated apples, per lb.	0 16½	0 17
Peaches, per lb.	0 22	0 23
Potatoes—		
Natives, per bbl.	3 50	3 75
Onions, Can., 75-lb. bags	1 90	2 10
Lemons, Cal.	6 50	7 50
Oranges, Cal., case	6 00	8 50
Oranges, Florida	6 50	7 50
Grapefruit, case	6 00	6 50
Bananas, per lb.	0 09	0 10
Apples, N.S.	2 00	5 00

British Columbia

FROM VANCOUVER, BY WIRE.

Vancouver, B.C., December 10.—Vancouver grocery wholesalers are generally pleased. Outside Christmas orders country trade has been much larger than last year, with a much larger demand for fancy lines. The city trade has been more conservative, buying as the demand suggests, though the demand for luxuries is larger than last year. The coffee market has stiffened and has advanced 3 cents a pound. The cheese market is a little firmer, Ontario 29½c. The potato market is slightly easier, Ashcrofts selling at \$42; Merritt \$40; Ladner \$38; local field run \$35. Fresh eggs are slightly easier, wholesaling at 74 per dozen.

Sugar, pure cane, gran., 100 lbs.	9 45	
Flour, war grade, Manitoba, per		10 80
per bbl., in car lots		4 20
Rice, Siam, No. 1, per ton		1 85
Do., Siam, No. 2	1 85	1 90
Rice, China, 44 lb. mats, No. 1	1 90	1 95
Do., No. 2	1 75	1 89
Beans Japanese, per lb.	0 10	0 12
Beans, B.C., white	0 14½	0 15
Potatoes, per ton		35 00
Potatoes, lowland		40 00
Potatoes, ashcroft		42 00
Lard, pure, in 400-lb. tierces, lb.		0 34½

Lard compound	0 26½	
Butter, fresh made creamery, lb.	0 52	
Cheese, Canadian	0 29½	
Margarine	0 35¾	
Eggs, new-laid, in cartons, doz.	0 74	
Do., storage	0 62	
New Cal. figs, 70 4-oz. pkgs.	5 25	
Almonds	0 30	
Brazils	0 30	
Filberts	0 30	
Cal. Walnuts	0 30	
Cal. Walnuts, No. 2	0 25	
Walnuts, Manchurian	0 25	
Peanuts	0 25	
Charge for roasting, per sack	1 00	
Oranges, box	16 00	
Lemons	14 00	

GENERAL MARKETS

Continued from page 41

FLOUR	
Government Standard, 74% Extraction.	
Manitoba Wheat Flour, in carload shipments, on track, bbl.	\$11 25

Mill Feeds

Rule Unchanged

Toronto.

MILL FEEDS.—Mill feeds are quite active though there does not seem to be the pressing need of supplies which was in evidence a year ago. However, there is no accumulation of stocks in evidence as yet and it is not expected there will be. Prices remain unchanged.

MILL FEEDS—

	In carlots, track
Bran, per ton	\$37 00
Shorts, per ton	42 00

Little Buying

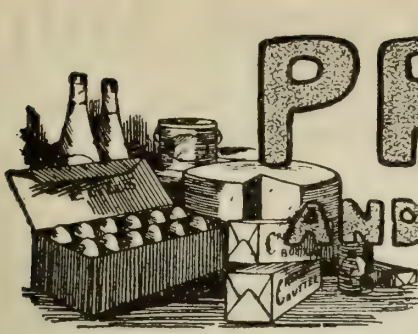
Interest in Cereals

Toronto.

CEREALS.—There is little buying interest apparent in cereals just at the present time and little improvement is looked for till after the turn of the year. The grain markets are fluctuating daily but although declines follow on the heels of sharp advances the tendency seems to be towards higher levels. There has been no definite announcement yet from the Food Board as to what might be expected in regard to substitute flour holdings in the hands of millers and dealers.

	Single Bag	Lots
	F.o.b. Toronto	
Barley, pearl, 98s	\$6 25	\$6 75
Barley, pot, 98s	5 00	5 20
Barley Flour, 98s	5 50	6 00
Buckwheat Flour, 98s	7 25	8 00
Cornmeal, Golden, 98s	5 15	6 00
Do., fancy yellow, 98s	4 65	5 40
Corn flour, white, bbl.	9 80	10 35
Do., Government standard, bbl.	9 35	10 15
Hominy grits, 98s	5 50	6 60
Hominy, pearl, 98s	5 25	6 10
Rolled Oats, 90s	5 10	5 25
Oatmeal, 98s	5 85	6 00
Potato Flour, lb.		0 18
Oat Flour	5 50	6 20
Rolled wheat, 100-lb. bbl.	6 75	7 00
Rice Flour, per 160 lbs.	9 50	12 00
Rye Flour, 98s	6 50	7 25
Peas, split, lb.	0 07½	0 09½
Blue peas, lb.	0 11	0 15

Above prices give range of quotations to the retail trade.



PRODUCE AND PROVISIONS

Christmas Turkeys High and Scarce

Supplies May be Adequate at High Prices, But Lower Than Former Years—Stocks in Other Lines of Poultry Better Than Normal—No Likelihood of Lower Prices

INDICATIONS are that Christmas turkeys will be high in price and none too plentiful. There have been fair supplies arriving during the past month but these have been no more than enough to take care of current demands. What may develop in the next couple of weeks is just a little uncertain, but it is significant that in some quarters at least this week, buying prices have increased about 5 cents per pound.

The trade as a whole seems to feel that there will be enough turkeys for Christmas. However, they admit that supplies coming to hand are not as heavy as might have been expected. This being the case it is more than likely the prices will be maintained at a very high level. Buying prices to-day for live turkeys are up to 35c and dressed turkeys are bringing 40c per pound.

November figures on the export of Canadian poultry are not yet available. However, September figures show that in dressed poultry Canadian exports reached a total of \$40,050. In October the export of dressed poultry amounted to \$13,400 and the export of live poultry amounted to \$48,975. These figures represent a considerable amount of poultry and this export demand has undoubtedly been one factor which has resulted in prices on the Canadian market remaining at such high figures.

General Storage Stocks Good

As a whole the feeling is general that storage stocks of poultry in Canada will exceed those of one year ago. Consuming demand though fair has been curtailed with the result that with the possible exception of turkeys and ducks, supplies on hand are quite heavy. Very few turkeys have been marketed, but receipts of geese have jumped heavily with the result they are now plentiful. Fowl and chickens are also in good supply and ducks are considered ample to meet demands from the trade.

Similar conditions generally would seem to exist in the United States markets. Reports from there received since their Thanksgiving, which was held the

last Thursday in November, state that at some points the demand for turkeys was quite equal to the receipts, with the result that a very satisfactory clean-up is recorded. There were other points, however, which reported the wind-up before the holiday as anything but satisfactory. This resulted in many late arrivals of dressed turkeys being sent to the freezers to avoid losses.

The last statement available on frozen poultry issued by the United States Government on storage stocks November 1 shows at that time a marked decrease in number of turkeys on hand. All other lines register an increase. The figures are given as follows:—

	Storages Reporting.	POULTRY		Inc. or Dec. %
		Nov. 1, 1917. Lbs.	Nov. 1, 1918. Lbs.	
Broilers	162	4,196,569	8,327,467	+98.4
Roasters	154	5,191,033	6,012,326	+15.8
Fowls	174	3,301,493	6,502,977	+97.0
Turkeys	157	6,484,935	1,080,144	-83.3
Miscellaneous	200	4,600,383	8,077,992	+75.6
Total poultry..	247	23,774,413	30,000,906	+26.2

This heavy accumulation of stocks is in part due to high prices with a consequent falling off in domestic demand, but also to a distinct curtailment of export businesses. The latest figures which have been possible to secure show that in August, 1917, export of poultry from the United States amounted to \$201,700, while in August, 1918, the exports were only \$29,193. For the eight months' period from January to August inclusive the export of poultry from the United States in 1917 amounted to \$1,484,399. For the eight months' period in 1918 the exports were only \$667,537. These figures are quite probably a result of the impossibility of securing ships to take these goods overseas.

Small Probability of Lower Price

Whether the cessation of hostilities will mean an early resumption of export business and maintained prices or whether more essential foodstuffs will be allotted shipping space is still a question. At any rate there seems little

prospect that lower levels will be reached before the end of the year.

Supplies generally continue to reach the Canadian markets in fairly good quantities. The grade of poultry coming to hand shows much improvement over that which was recorded available a month or six weeks ago. The big demand as far as the wholesalers are concerned will take place during next week. They are looking forward to big business, and it is quite possible that the holiday demand will extend to a greater extent to other lines of poultry than turkey than is usually the case.

MONTREAL CITY TAKES ACTION AGAINST BUTCHER

The city courts have been considering a case against a local butcher, one J. Archambault, which may have an interesting bearing on the location of various shops selling meat in the city.

It appears that the city by-law claims that no butcher shop shall be operated within a distance of 500 yards of any of the public markets. The distance of the shop in question is stated to be a few yards less than the prescribed distance, and yet evidence was produced to the effect that the Administrative Commission had given permission to another applicant for the opening of a butcher shop within a much shorter distance of another public market in the city. Judgment was given, but was subsequently suspended, in view of the last-mentioned evidence.

COTTONSEED OIL TO BE EXPORTED

It is stated that permission has been granted for the export of 100,000 barrels of cottonseed oil. If this be the case there is expected to be a firming of the market for shortening and kindred products using edible fats in the manufacture thereof. This information is not confirmed at the time of writing this report, but there are reasons to give it credence.

Stimulating Demand for Cured Fish

Should be Best Season For Many Grocers—Display Will Help Increase Sales—Take Advantage of Publicity Given Use of Fish to Make an All-the-year Seller
—Eternal Vigilance an Important Essential

THE season of the year has arrived when customers are looking for the appetizing food which the return of cold weather demands. The wide-awake grocer can greatly stimulate his business in smoked and cured fish if he so desires. Selling more or less canned fish, he is in the splendid position of having a start on which to build a bigger and a better business. And the present season will be an ideal time to make greater strides in the anticipated development than has been possible in normal seasons; the demand for fish has been on the increase. What the grocer can now do is to take advantage of the additional wide publicity which the Food Board has given to the use of fish and go after the business with renewed energy, and with good profits possible he ought not to let the opportunity pass.

A Fall Weather Food

Fish, in its varied forms and varieties, is a very attractive food for the fall and winter months. It lends itself to being prepared in many ways, and the number of ways is sometimes greater than a casual thought would suggest.

For the present time and for many weeks ahead, the use of smoked varieties of fish will be quite general. It might be stimulated materially by a consistent advertising campaign. This ought to be of two kinds, at least. In the first place the newspaper story, and this to be followed with attractive display, not in the windows only, but as well within the store itself.

Suggestion will do much to create demand, and if the policy that some have adopted were more generally followed, the sales of fish would increase materially with many storekeepers. These suggestions may be in the nature of recipes for various fish. These will serve to whet the appetite, if they are also used in the newspaper advertising.

Make Display Now

Since this is the time of year when there will be a demand for smoked, salted and cured fish, advantage may be taken of this in preparing windows of these lines. By way of suggestion the principal sellers for the grocer now will be bloaters, haddies, codfish in various forms, fillets, kippers and oysters. These will be the extras, for the fish department of the modern grocery has the many varieties of canned fish already, and there is every advantage in creating a regular fish department, if there is not already one, and in keeping these lines together. A little reflection will suggest the neat display that might be arranged.

It was suggested to the writer that a display might be made in one corner

of the store. This would be improved if there were a "backing" built of beaver board, or some other material. This will enable the clerk in charge to tastefully display the canned lines as a background, and then the smoked and cured fish may be placed about, on a low counter or on tables. To use here, a few fresh vegetables and fruits will help make a very attractive corner. Try this out, for it will cost but little, and the results ought to repay you.

Attractive Windows

A little bit of color in the display window will have a very excellent effect and will make a real impression on the passerby. If you haven't a backing to the window, one can be readily made at small cost. This will enable the window dresser to use canned varieties of fish to add to the value of the display. In addition to the canned fish, packages of codfish may be used to advantage.

Many of the large wholesale fish dealers will be pleased to send cards or lithographs. Write them for these and use them on the window backing. This will give the "color" above referred to. Then a little crepe paper of attractive green shade will be fine for making up small rosettes, to be sparingly used in bringing out the attraction desired.

On the floor of the window vegetables may be used to advantage, and a few raised boxes will be useful. Use white paper here, either wrapping paper or white crepe paper will answer.

And when all is properly placed, do not forget the cards. Some fine suggestions for making neat cards were given in the last issue of CANADIAN GROCER. Are you not going to make your fish department a winner? Try it out this fall and winter. Aim to sell fish the whole year around and the eternal vigilance of the grocer of to-day will serve to bring him the results he desires.

ONTARIO GOVT. FISH SCHEME IN DISPUTE

Profits Not Quite as Satisfactory as Claimed, States Financial Paper—
Merchants Complain of Service, and Uncertainty of Supply.

The Ontario Government's fish scheme, according to the report of the department under which it was conducted, was an entire success. It appears, however, that there is room for a difference of opinion on this matter. For instance, the *Financial Post* has this to say regarding the question in an editorial entitled: "Profits for the People" in a recent issue:

Another Viewpoint

"The Ontario Government's fish scheme is announced by the Department having it in charge to have been a mar-

vellous success, and to have shown a net profit of some \$14,000. On the face of it, taking the figures given by the Department, a catch of 3,000,000 and a total selling price of \$234,594.65, it is a little difficult to see where the profit is derived. A little figuring will demonstrate that, taking these figures as accurate, the whole catch was marketed for something less than 8 cents a pound.

The most satisfactory buying price the Ontario Government was able to obtain was in the Government owned waters of Lake Nipigon. Here the price paid was \$5.75 per hundred pounds. To this must be added boxing charges of 50 cents, and express charges of \$2.00. This with the distributing charge would bring the cost of the cheapest fish to something over 8 cents a pound, which appears to have been the average selling price.

The fish from Lake Huron and Lake Erie were paid for at rate of between 8 and 9 cents a pound to the fishermen. Express charges added another cent, and the distributing company got still another cent a pound, while 11½¢ was the Government selling price. Even at the best there is not much profit to be derived from this source, and the figures noted above are an evidence that conditions could not always have been as favorable even as this.

It is known of course that the Ontario Government conducted a satisfactory little business in exporting sturgeon to New York. These were purchased at 6½ cents a pound and sold at 33 to 35 cents a pound, while the handling charges were not materially higher than to Ontario points. This was satisfactory business, though hardly likely to benefit the Ontario consumer, which was of course the reason the Provincial Government gave for demanding that 20 per cent, of the Ontario fishermen's catch should be available at any time for their needs.

Even admitting that there was a nice profit here, it is hard to understand the other figures, unless this little matter was kept as an entirely different affair, for there is an item of \$25,000 for docks and sheds at Lake Nipigon, and that item of \$14,000 of net profit, while the costs and the selling price are so nearly the same that there appears to be no room for any profit whatever."

Dealers Not Satisfied

There has been a good deal of dissatisfaction among dealers who have depended on Government fish. It arrived often late, and often as a consequence, somewhat the worse for wear. It was so comparatively scanty in supply, that the buyer was in the position of having to accept it, or of having his supply cur-

(Continued on page 47)

Produce, Provision and Fish Markets

QUEBEC MARKETS

MONTREAL, Dec. 11.—Outstanding features of the provision, fish and poultry markets this week are confined to an advance for new-laid eggs, a firming of the position on live hogs, shortening, butter and cheese, while turkeys are higher and fish firm, with oysters likely to advance.

The hog market rules with a steady and firm undertone. Packers have been ready buyers for all the abattoir stock, and the larger receipts have been promptly absorbed by them at full prices. Lard also is firm and may advance again soon.

1,300 Hogs at \$18.50, Packers Buy Many

Montreal.

PROVISIONS.—Prices of hogs are firming, with \$18.50 the ruling price this week. Some 1,300 were received on Monday and sold readily at this figure, packers bidding actively for all supplies. It looks as though this position would rule still, as there is a heavy sale for export account and the demand is expected to hold right along. Provisions are steady, but rather on the quiet side in point of sales. Some hams and cured meats are selling, but in rather limited lots. It will not be a surprise if an advance is made in barrel pork in the immediate future, the prices having advanced \$4 a barrel in Chicago.

Hogs, Dressed—

Abattoir killed, small	25 00	25 50
Do., heavy, 225-275 lbs.		24 50
Hogs, live		18 50

Hams—

Medium, smoked, per lb.—		
(Weights) 16-25 lbs.	0 35	0 36
Large, per lb. (wgh.) 25-35 lbs. 0 32		0 33

Bacon—

Plain	0 43	0 44
Boneless, per lb.	0 46	0 47

Bacon—

Breakfast, per lb.	0 43½	0 44
Roll, per lb.	0 33½	0 34½

Dry Salt Meats—

Long clear bacon, ton lots.	0 29	0 29½
Long clear bacon, small lots.	0 29½	0 30
Fat backs, lb.	0 29½	0 30

Cooked Meats—

hams, boiled, per lb.	0 53	0 54
Hams, roast, per lb.		0 54
Shoulders, boiled, per lb.		0 46
Shoulders, roast, per lb.		0 48

Barrel Pork—

Canadian short cut (bbl.) ..		\$56 00
Clear fat backs (bbl.)		58 00
Short cut clear pork (bbl.) ..		56 00
Heavy mess pork (bbl.)		53 00
Bean pork (bbl.)		52 00

Lard Holds Firm, May Advance

Montreal.

LARD.—Beyond a little wider spread in the quotable basis, there is a decided firmness in all fats, and this applies as well to lard. The demand is not particularly heavy, but in view of the firm position for edible fats of various kinds and considering the needs abroad, there is likely to be no recession of values here.

Lard, pure—

Tierces, 400 lbs., per lb.	0 31	0 32
Tubs, 50 lbs.	0 31½	0 32½
Pails, 20 lbs., per lb.	0 31½	0 32½
Bricks, 1 lb., per lb.	0 32½	0 34

Shortening Steady, May Be Higher

Montreal.

SHORTENING.—The market is steady and without actual change of price being made. Notwithstanding this, it is fully expected that the market will hold and prices may even advance. The report that export for 100,000 barrels of cottonseed oil has been arranged will have a stiffening effect here on shortening, and in view of the active request and great need everywhere for edible fats, importers are convinced that the market will rule strong.

Shortening—

Tierces, 400 lbs., per lb.	0 26½	0 26¾
Tubs, 50 lbs.	0 27	0 27½
Pails, 20 lbs., per lb.	0 27½	0 27½
Bricks, 1 lb., per lb.	0 28½	0 28¾

Market is Held on Margarine

Montreal.

MARGARINE.—The position of margarine is without feature this week, sales being steady and maintained fairly. Price basis has held and the better qualities are in demand for the most part.

Margarine—

Prints, according to		
quality, lb.	0 34	0 35
Tubs, according to		
quality, lb.		0 30

Butter Very Firm, is Less Spread

Montreal.

BUTTER.—Prices are very firm and the spread is less this week, although no actual advance is recorded. The consumption continues to be decidedly heavy and in view of this fact some look for increases in the near future. The receipts are fair, 4,768 packages coming to this market last week. With creameries closed, or closing, and with demand from all points very active, an advance will not come as a surprise.

Butter—

Creamery prints (storage) ...	0 52	0 53
Creamery solids (storage)	0 51	0 52
Dairy prints, choice	0 44	0 45
Dairy, in tubs, choice	0 42	0 43

Cheese is Steady, Little for Export

Montreal.

CHEESE.—The highest prices on record were paid this week on the

Brockville Cheese Board, and while this has no direct bearing on the market here, it is expected that the price for cheese this winter will rule high. The scarcity of supplies will account for this firm undertone, for, while the local stocks available are small, cheese cannot be expected to sell low. It is reported that Montreal is carrying over less cheese, now that export season is finished, than for a long time. Sales in a general jobbing way have been maintained on a more or less active basis.

Cheese—

Large, per lb.		\$0 28
Twins, per lb.		0 28½
Triplets, per lb.	0 27½	0 28
Stilton, per lb.		0 30
Fancy, old cheese, per lb.	0 29	0 30

Few Fresh Eggs, Quoted at 75c-80c

Montreal.

EGGS.—An advance for new-laid eggs is made this week and the prices to the trade are now from 75 to 80c per dozen. Even at these figures there is little stock available and the few farmers whose pullets are laying have but a few cases to send along each week. There is an excellent demand for all that might be sent forward. Storage stock is naturally being drawn upon heavily every week with a large consequent reduction in holdings.

New-laid	0 75	0 80
Selects	0 53	0 54
No. 1	0 49	0 50
No. 2		0 47

Turkeys Up to 45c, Demand Expected

Montreal.

POULTRY.—Buyers in the country are paying up to 45c per pound for turkeys and there seems to be an active bidding for supplies. This has served to make prices soar, and it is expected that quotations will remain high until after Christmas, the outlook for a big trade in poultry promising well, even at the high prices.

Geese are unchanged although the price range is wider, with 28c to 30c asked by the produce men, from the retailer.

Chickens, roast (3-5 lbs.)	Dressed	\$0 38
Chickens, roast (milk fed)		0 43
Broilers (3-4 lb. pr.)		0 40
DUCKS—		
Brome Lake		0 47
Young Domestic		0 38
Turkeys (old toms), lb.		0 43
Turkeys (young)	0 43	0 45
Geese	0 28	0 30
Old fowls		0 36

Oysters May Be Up 15c, Fish Firm

Montreal.

FISH.—The tendencies are that oysters will be higher. The local or home-produced variety are about sold out and this will mean that all stock must be imported. The Christmas trade

will have to pay more for both the shell and bulk varieties, the latter to cost 10 to 15c per gallon more, in all probability. Ember days coming next week are expected to make for greater use of fish and the jobbers are well supplied to take care of the anticipated demand. The tendencies in a general way are all firm.

SMOKED FISH

Haddies (fresh cured)	0 16	0 17
Haddies, fillet	0 19	0 20
Smoked herrings (med.) per box	0 25	0 26
Smoked cod	0 16	
Bloaters, per box 60/100	2 00	2 25
Kippers, per box 40/50	2 50	3 25

SALTED AND PICKLED FISH

Haddock (per bbl.), 200 lbs.	16 00	
Herring (Labrador), per bbl.	14 50	15 00
Herring (Labrador), ½ bbls.	7 50	7 75
Herrings, No. 1 lake (100-lb. keg) ..	6 00	
Salmon (Labrador) per bbl.	27 00	23 00
Do., tierces	38 00	
Salmon (B.C. Red)	26 00	
Sea Trout, red and pale, per bbl.	20 00	25 00
Sea Trout (½ bbls.)	10 50	13 00
Green Cod, No. 1, per bbl. (med.) ..	21 00	
Green Cod (large bbl.)	22 00	
Mackerel, No. 1, per bbl.	32 00	
Mackerel (½ bbl.)	16 50	
Codfish (skinless), 100-lb. box.	16 00	
Codfish, 2-lb. blocks (24-lb. case) ..	2 20	
Codfish (skinless), blks. "Ivory" ..		
Brand, lb.	0 18	
Codfish, boneless, lb. (according to package)	0 16	0 20
Codfish, shredded, 12-lb. box.	2 20	
Eels, salted	0 16	0 17
Pickled turbot, new, bbls.	17 50	18 00
Do., half barrels	7 50	8 50
Cod, boneless (20-lb. boxes), as to grade	0 20	0 23
Cod, strip (30-lb. boxes)	0 22	
Cod, dry (bundles)	16 00	

SHRIMPS, LOBSTERS, OYSTERS

Lobsters, medium and large, lb.	0 50	
Prawns, lb.	0 32	
Shrimps, lb.	0 30	
Scallops, per gallon	4 00	
Oysters—		
Mapleque shell (bbl.) (choice) ..	15 00	
Malpeque, ordinary (11)	12 00	

Bontouche, best	12 00	
Ordinary, No. 1, gal.	2 50	
Cape Cod shell oysters, bbl.	14 00	15 00
5 gal. (wine) cans	12 00	
1 gal. (wine) cans	2 50	
2 gal. (wine) cans	7 25	
Oyster pails (pints), 100.	1 50	
Oyster pails (quarts), 100.	2 10	
Clams, med., bbl.	10 00	

FRESH FROZEN SEA FISH

Herring, large sea, lb.	0 09	0 10
Herring, frozen, lake, lb.	0 07	0 08
Halibut	0 23	0 24
Halibut (medium)	0 24	
Haddock	0 08½	0 09
Mackerel	0 16	0 17
Cod—Toms, bbl.	4 50	5 00
Cod Steak, fancy, lb.	0 11½	0 12
Salmon, red	0 22	0 23
Salmon, pale	0 15	0 16
Salmon, Gaspe	0 25	0 26
Swordfish	0 21	0 22

FRESH FROZEN LAKE FISH

Pike, lb.	0 11½	0 12
Perch	0 12½	0 13
Whitefish, lb.	0 15½	0 16
Whitefish (small)	0 11½	0 12½
Lake trout	0 19	0 20
Eels, lb.	0 15	0 16
Doree	0 15½	0 16

FRESH FISH

Haddock	0 10	0 12
Steak cod	0 11½	0 12
Market cod	0 07	0 08
Carp	0 09	0 10
Dore	0 19	0 20
Lake trout	0 19	0 20
Pike	0 12	0 13
B. C. Salmon	0 25	0 26
Salmon (Gaspe)	0 27	0 28
Gaspereaux, lb.	0 06	
Western Halibut	0 25	0 26
Eastern Halibut (chicken)	0 23	
Eastern Halibut (med.)	0 26	
Flounders	0 09	0 10
Perch	0 10	
Bullheads	0 15	
Whitefish	0 19	0 20
Whitefish (small)	0 09½	0 12
Mackerel, lb.	0 17	0 18
Mackerel, lb.	0 15	0 16
Smelts, No. 1	0 17	0 18
Smelts, No. 2	0 11	0 12
Smelts, No. 2	0 12	0 13
Shad	0 15	0 16
Swordfish	0 25	

TORONTO

TORONTO, December 11.—Higher prices on cheese, with every indication that even higher levels will be reached in the market on this commodity this week. A shading of prices of shortening is noticeable, and large orders for lard are being accepted at a reduction from last week's levels of around ½c. An effort to reduce live hogs 50c from high point reached late last week was being exerted.

Live Hogs to Come Down? Meats

Toronto.

PROVISIONS.—An effort is being made to bring live hogs down 50c from high point reached towards end of last week of \$18.75 per cwt., fed and watered. The market is just a little unsettled and the size of the run may determine the price.

There has been no quotable change in dressed meats so far this week. The demand is maintained at very satisfactory levels and outlook for continued good business promising.

Hams—		
Medium	0 40	
Large, per lb.	0 34	0 35
Backs—		
Plain	0 46	0 48
Trimmed, with rib in	0 47	
Boneless, per lb.	0 51	0 52
Bacon—		
Breakfast, per lb.	0 38	0 43
Roll, per lb.	0 32	
Wiltshire (smoked sides), lb.	0 36½	0 37½

Drv Salt Meats—		
Long, clear bacon, av. 50-70, lb.	0 30	0 31
Do., aver. 70-100, lb.	0 29	
Fat backs	0 30	
Cooked Meats—		
Hams, boiled, per lb.	0 53	0 55
Hams, roast, without dressing, per lb.	0 53	0 55
Shoulders, roast, without dressing, per lb.	0 50	0 52
Barrel Pork—		
Mess pork, 200 lbs.	47 00	
Short cut backs, bbl., 100 lbs.	56 00	
Pickled rolls, bbl., 200 lbs.	55 00	58 00
Hogs—		
Dressed, 70-100 lbs., weight ...	27 50	
Live, off cars	18 75	
Live, fed and watered	18 50	
Live, f.o.b.	17 50	

Some Shading of Prices on Lard

Toronto.

LARD.—There has been some slight shading in prices of lard from figures shown below, but this has occurred principally in what might be termed jobbing lots—large orders. There is lots of lard available and the demand fairly well

maintained, a condition expected to be kept up for about another week.

In 60-lb. tubs, ¼-½c higher than tierces, pails ½-¾c higher than tierces, and 1-lb. prints, 1½-1¾c higher than tierces.

Shortening Down ½c in Some Quarters

Toronto.

SHORTENING.—Prices have been shaded ½c to 25½c per pound tierce basis in some quarters. The demand is quite satisfactory and supplies ample with indications that cottonseed oil will be available in quantities sufficiently large for trade's requirements.

Shortening, tierces, 400 lbs., lb., \$0 25½, \$0 26
In 60-lb. tubs, ¼-½c per lb. higher than tierces; pails, *¾c higher than tierces, and 1-lb. prints, 1½-1¾c higher than tierces.

Little Interest Noted in Margarine

Toronto.

MARGARINE.—The market is without any special feature this week. The demand is light and altogether the tone of the market is very quiet. Prices are unchanged at levels shown herewith.

Margarine—

1-lb. prints, No. 1	\$0 33	\$0 35
Do., No. 2	0 31	0 33
Do., No. 3	0 27	0 28
Solids, 1c per lb. less than prints.		

Prices Hold Steady on Butter

Toronto.

BUTTER.—Prices show no disposition to change during the week. There is a very good movement of storage butter, but the fresh made creamery is not quite so active. Supplies coming to hand are rather limited, and it is expected that this condition will prevail for some little time. However, there is sufficient butter to meet the requirements of the trade. The prices follow:

Butter—

Creamery prints (storage)	0 52	0 53
Creamery solids (storage)	0 52	
Creamery prints (fresh made)	0 56	0 57
Creamery solids (fresh made)	0 56	
Dairy prints, fresh separator, lb.	0 50	0 51
Dairy prints, No. 1, lb.	0 48	

Eggs Grading Up Better; Unchanged

Toronto.

EGGS.—There seems to be some improvement in the receipts of new laid eggs. The grade is much better than that coming through a month ago, and the demand is being maintained at very satisfactory levels. Prices for the week show no change at levels below:

Eggs—

New-laid, in cartons, doz.	\$0 75	
Do., extras	0 65	
Storage, No. 1, doz.	0 54	
Splits and No. 2, doz.	0 45	0 47

Cheese Market Very Strong

Toronto.

CHEESE.—The market is very strong. An advance has occurred this week, the large selling at 28 to 28½ cents with every prospect that a 30 cent figure will be reached before long.

Stilton, though still quoted at 30½ cents in some quarters, has reached the high level of 32 cents per pound. The supplies are ample to take care of business offering and this is represented by a fairly good total.

Cheese—

New, large	0 28	0 29
Stilton (new)	0 30½	0 32
Twins, ¼c lb. higher than large cheese.		
lets ½c lb. higher than large cheese.		

Turkeys Show

Sharp Advance

Toronto.

POULTRY.—With the advent of holiday trading and the prospect that Christmas business will be heavy, there has been a marked increase in the price that is being paid by dealers for young turkeys. Live are now being bought at 35 cents, and dressed at 40 cents per pound. There has been no change in ducks, geese, fowl, or chickens this week. Supplies coming to hand are fairly good.

Prices paid by commission men at Toronto:

	Live	Dressed
Ducks, lb.	\$....\$0 23	\$....\$0 28
Geese, lb.	0 18	0 23
Turkeys, old, lb.	0 26	0 32
Do., young, lb.	0 35	0 40
Roosters, lb.	0 19	0 22
Fowl, 4 to 5 lbs., lb.	0 19	0 24
Fowl, over 5 lbs., lb.	0 25	0 28-0 30
Fowl, under 4 lbs., lb.	0 17	0 22
Chickens, under 5 lbs., lb.	0 22	0 28
Chickens, over 5 lbs., lb.	0 25	0 32

Prices quoted to retail trade:

	Dressed
Hens, light	\$0 28 \$0 30
Do., heavy	0 33 0 35
Chickens, spring	0 33 0 35
Ducks	0 30 0 32
Turkeys	0 36 0 40
Geese	0 26 0 28

Eulachon Arrives;

Haddock Easier

Toronto.

FISH.—A new fish is being offered to the trade this week. This is called the Eulachon, pronounced U-la-kon. This is designated as a species of smelt and are said to be very good eating. The retail price has been set at 10 cents per pound and prices to the trade at 7 cents per pound. Haddock are somewhat easier this week, but apart from this there has been very little change in the quotations given below. There is some indication that prices on trout may ease away slightly. Pickled lake herring in kegs is quoted at \$7.25 per keg.

FRESH SEA FISH

Cod Steak, lb.	0 12	0 13
Do., market, lb.	0 09	0 10

SMOKED FISH

Bloaters, 50 Count, box	2 25
Ciscoes, lb.	0 17
Haddies, chicken	0 12
Do., fillets, lb.	0 17
Do., Finnan, lb.	0 15
Herring, Kipperd, box	1 75
Shrimps, can	1 75

FRESH FROZEN SEA FISH

Cod Steak, lb.	0 09½	0 10
Do., market, lb.	0 08½	0 09
Flat Fish, B.C., lb.	0 10	0 11
Flounders, lb.	0 08	0 08½
Gaspereau, lb.	0 07½	0 08
Haddock, headless, lb.	0 09	0 10
Do., heads on, lb.	0 09	0 09½
Do., small, lb.	0 08	0 08½
Halibut, medium, lb.	0 22	0 23
Do., chicken, lb.	0 21½	0 22
Do., large, lb.	0 21½	0 22

Herring, lb.	0 08	0 08½
Mackerel, lb.	0 14	0 16
Halibut, lb.	0 22	0 23
Salmon, Cohoe, lb.	0 20	0 21
Do., Qualla, lb.	0 14	0 15
Do., Red Spring, lb.	0 24	0 25
Do., Gaspe, lb.	0 24	0 25
Smelts, No. 2, lb.	0 12	0 12
Do., No. 1, lb.	0 18	0 18
Do., Extra, lb.	0 26	0 26
Tomcods, lb.	0 05	0 05½

FROZEN LAKE FISH

Mullets, lb.	0 06	0 06½
Pickrel, lb.	0 15	0 15½
Pike, round, lb.	0 09	0 09½
Trout, lb.	0 18	0 18½
Tulibeas, lb.	0 09	0 09½
Whitefish, lb.	0 15	0 16

DRY AND PICKLED FISH

Cod, Acadia Strip, box	\$6 50
Do., Acadia Tablets, 1 lb., 20 to case	3 90 4 00
Do., Acadia Tablets, 2 lb., 12 to crate	5 25
Do., Halifax Shredded, box	2 40
Herring, Labrador, bbl.	14 00
Do., keg	7 00
Do., Do., No. 4 size	5 60
Do., Do., No. 2 size	2 90
Do., Lake, keg	7 25
Imperial, 25 lbs., loose, case	3 50
Mackerel, salt, 20-lb. kit	4 50
Quail on Toast, 24 1-lb. tablets, case	3 75
Shrimps, headless, No. 1 size, tin	1 50 1 75
Do., No. 3 size, tin	4 20
Skinless Fish, 50s & 100s, lb.	0 15 0 16
Sea Trout, keg	12 00
OYSTERS, No. 3 size package	9 50
Do., No. 5 size package	15 50
Do., per gallon	3 30
Shell Oysters, Malpeques, bbl.	12 00

U.S. PURCHASES FLOUR SUBSTITUTES

The recent announcement by H. B. Thomson, chairman of the Canada Food Board, that they did not contemplate any steps toward relieving the heavy accumulation of substitute flours due to the sudden withdrawal of the order requiring their use, lends interest to the United States Food Administration action upon facing the same problem.

Following the rescinding of the rule requiring the sale of substitutes with white flour, the United States Food Administration has announced that in the case of excess requirements, it will purchase substitutes under certain conditions.

The substitutes which will be purchased and the maximum prices to be paid for them in Chicago are as follows: Victory Mixed Flour \$10.50 White Corn Flour 8.50 Yellow Corn Flour 8.00 Patent & Straight Rye 9.00 Barley Flour 8.00 Cream Cornmeal 8.00 Other Cornmeal 7.50 Dark Rye Flour 7.50

The freight rate from Chicago to New York is 62c a barrel. No corn starch, rice flour or other substitutes can be purchased.

In making its announcement, the Food Administration points out the use of substitutes during the past few months. has resulted in a very material increase in the demand which will continue indefinitely. Dealers cannot correctly estimate present requirements by reference to previous sales. The Food Administration asks that attempt be made to sell as many substitutes as possible through advertising and continuing the demand which has been created.

The purchase of supplies will only be in large quantities and the ordinary re-

tail stocks will not be affected. In no case will less than 1,000 pounds of a substitute be bought and only carlot mixed or pooled cars can be considered, a minimum car being 60,000 pounds. Only the substitutes which are purchased or contracted for prior to November 15 and mailed in accordance with the Food Administration specifications can be considered. The purchase must be made before Dec. 20.

In some instances, if necessary, a number of dealers or bakers may combine to make up a car, shipping it in accordance with instructions, but it will be necessary for them to assemble and finance the pooled car themselves.

TRY YOUR HAND AT A PHOTOGRAPH

Probably you or one of your friends has a good camera. Almost everyone has nowadays. If there is not a good commercial photographer in your town try taking your Christmas window yourself. Take it at night with the window lighted. Expose with a small stop for about 20 minutes. People passing quickly in front of the camera will not affect the picture, but they must not loiter. The only restriction is that photo shall be large enough for reproduction.

MERCHANTS UNITE TO STOP PETTY THIEVING

So much thieving has been going on in the City of Montreal that the wholesale merchants and others have united to eliminate the nuisance. Thousands of dollars worth of goods were stolen in the past season.

At a recent meeting, J. G. Fitzgerald advocated the appointment of a special attorney, whose duty it would be to prosecute the special cases that develop from time to time. The machinery of the court as at present constituted, he pointed out, is cumbersome and tardy, and if the merchants had means for a speedy disposition of offenders when apprehended, it would be a great improvement. Mr. Fitzgerald is the manager and secretary of the Montreal Merchants' Association. It is thought by some that the machinery already in use will enable the association to get better results by a closer application of existing law and courts.

STIMULATING DEMAND FOR CURED FISH

Continued from page 44.

tailed. Taking the viewpoint of many merchants who handled Government fish, it was far from satisfactory, because of the limited nature and consequent uncertainty of supply. Its low price alone made it attractive. Taking the viewpoint of many fish merchants, it disorganized business and caused hardships to fishermen, wholesalers and retailers without materially benefiting the consumer.



33c.
per lb.

HAMS

MILD CURE

33c.
per lb.

No. 1 Quality. Any Weight.
Returnable if not fully satisfactory.

Try a few Sausage lines with
an order of Hams.

J. M. Schneider & Sons, Ltd.

KITCHENER - ONTARIO

*Drop us a card for Sausage and Smoked Meat quotations.
Satisfaction guaranteed on all mail orders.*



Jersey Farm Sausage

Dealers who aim to always push the
sales of quality goods should feature
this high quality sausage. It will please
particular customers.

Maciver Bros. Co., Keating St., Toronto

PRODUCTS THAT SELL

Chocolate Cream Bar
Chocolate Cream Cake
Chocolate Nut Bar



Chocolate Filbert Bar
Chocolate Peanut Bar
Standard Cream Bar

Baines' English Hard Boiled Confections
Baines' Chocolate Creams in Half-pound, One-pound and
Five-pound Boxes.

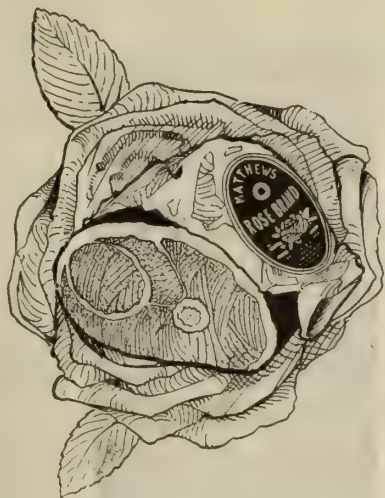


Manufactured by

Canada Maple Exchange, Limited, Montreal

License No. 11-499

If any advertisement interests you, tear it out now and place with letters to be answered.



Profit or Loss

Your profit or loss depends chiefly on your good judgment in buying.

Stock products that are hard to sell, that need work and time to push them and you lose money steadily.

Stock products for which there is a created demand and the resulting quick turnovers soon swell your income.

For ROSE BRAND PRODUCTS

The Demand has been Created

By systematic advertising in the magazines and large dailies of this country, we convince the public of the merits of Rose Brand Products and assist our dealers to make more sales. Sell the following Rose Brand Products and watch, not only the quick turnovers, but the repeat orders from satisfied customers.

Rose Brand Lard—rendered from the raw leaf, “tried” in the old-fashioned way. It is incomparable as to purity and flavour—the finest lard sold.

Rose Brand Bacon and Ham—unequalled for sweetness in cure and flavour.

Rose Brand Sausages—made from the choicest pork, lean and fat proportionately mixed.

Our Nearest Plant Will Fill Your Orders Promptly by Express

Matthews-Blackwell, Limited

Manufacturers also of the famous “Snowflake” Brand Shortening

Plants at:

TORONTO, MONTREAL, HULL,
PETERBORO, BRANTFORD.

Branch Houses:

WINNIPEG, FORT WILLIAM, OTTAWA,
SYDNEY, HALIFAX.

Canada Food Board License No. 13-85



You should sell Brunswick Brand Sea Foods for profit and reputation

Brunswick Brand Sea Foods are proven winners and will add to your prestige as a dealer in quality goods.

Brunswick Brand Sea Foods will win for you a larger and more profitable fish trade.

Their quality is guaranteed. That's why they always repeat.

Order from this list:

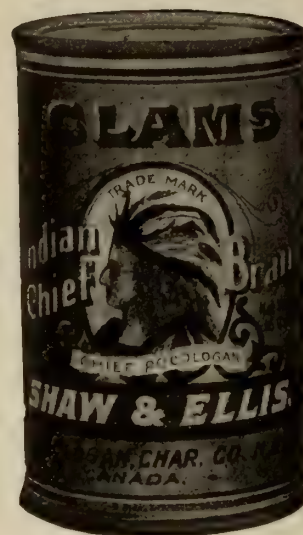
- ¼ Oil Sardines
- ¼ Mustard Sardines
- Finnan Haddies
(Round Tins)
- Kippered Herring
- Herring in Tomato Sauce
- Clams

Connors Brothers

LIMITED

BLACK'S HARBOR, N.B.

Canada Food Board License No. 1-603



INDIAN CHIEF BRAND CLAMS

Merit your strongest recommendation because they are sweet, wholesome and economical—just the right kind of sea food for you to handle—the kind that will please your trade and add to your profits through steady repeat selling.

Everything is done to guarantee the goodness of these delicious clams. They are put up the very day they leave the clam beds and sealed without either solder or acid. Thus they reach the customer's table with all their original delicacy and deliciousness.

You should display Indian Chief Brand regularly and connect with the sizeable profits that every sale produces. Why not order a trial supply to-day?

SHAW & ELLIS

POCOLOGAN, N.B.

Canadian Food Control Licence No. 1-718



Here are the four "Releg" packages

The variety of different sized packages and the splendid dependability of "Releg" makes this egg substitute a good, live seller whenever introduced.

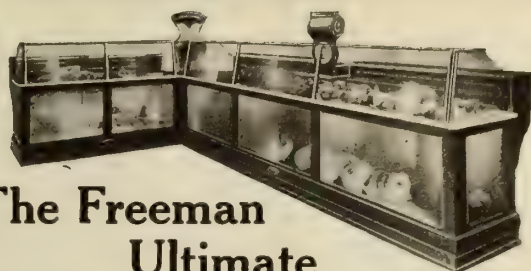
If you are not now selling it send for trial supply.

AGENTS: Loggie, Sons & Co., Toronto—Angvine & McLauchlin, St. John, N.B. — W. H. Escott Co., Ltd., Winnipeg, Canada.

RELEG CO. Regd.
Quebec, Canada

YOUR ULTIMATE CHOICE

If You Intend To Modernize Your Store



The Freeman Ultimate Refrigerator Counter

Cleanest and most efficient type of showcase counter for the grocer who carries a line of cooked meats and delicatessens.

Specifications—Furnished in "L" shape as shown, or in separate, straight sections. Has flush tupe doors in rear fitted with all bronze, nickel-plated hardware. Floor finished with white, hard surface tile, with neat border, and centre design in colors. One bevel plate and two double diamond glass, bedded, in each display panel. All front exposed woodwork quarter sawed oak, finished as required.

FREEMAN EQUIPMENT

is built on the same scientific principles as are their Famous Dry Air Circulation System Refrigerators.

Write for free descriptive list of our complete and interesting line.

The W. A. Freeman Co., Limited

HAMILTON, CANADA

Toronto Branch: 114 York St. Montreal Winnipeg Branch: 208 McDermitt

HAMS

Hams are selling to-day at less than breakfast bacon.

Everybody appears to want back bacon and breakfast bacon but why not buy hams and reduce the cost of living?

We have hams fresh, pickled, smoked and cooked. We are also making up a boned ham suitable for slicing on the counter or in the slicing machine.

Try them

F. W. Fearman Co.,
LIMITED
Hamilton, Canada

HEINZ

OVEN BAKED BEANS

Are economical in comparison with other good foods.

You need therefore have no hesitancy in recommending them to your customers who seek the most value for their money as well as those who demand the best regardless of price.

To suit all tastes, Heinz Beans are prepared in four ways:

Heinz Baked Beans with Pork and Tomato Sauce.
Heinz Baked Pork and Beans (without Tomato Sauce) Boston Style.

Heinz Baked Beans in Tomato Sauce with Meat (Vegetarian)

Heinz Baked Red Kidney Beans.

FOUR OF THE **57** VARIETIES

All Heinz goods sold in Canada are packed in Canada

NATIONAL PROBLEMS OF CANADA DISCUSSED AT ANNUAL MEETING OF THE BANK OF MONTREAL

Business is Good

Sir Vincent Meredith, President, Dealt With the Difficult Problems of Increased Taxation—Bank Will Open Branch in Paris, France—Sir Frederick Williams-Taylor, General Manager, Pointed Out That There Never Was a Time When Country Was in More Need of a Sane Financial Policy.

Montreal, December 13, 1918 (Special)—The annual meeting of the Bank of Montreal held at the head office, took on many of the features of a national gathering.

The Bank, by its position, had played a principal part in directing the country throughout the trying conditions of the war period and at the meeting Sir Vincent Meredith, the president, and Sir Frederick Williams-Taylor, the general manager, took up the problems that Canada must necessarily face during the post-bellum period. The addresses at the Bank of Montreal annual always have a special bearing on the events of the day, but this year perhaps more than ever before they contained references of the utmost interest and benefit to every business man in Canada.

Everywhere there prevailed a strong belief that Canada was in an excellent position to grapple with the difficulties of the period of readjustment.

Problems of Canada

Sir Vincent Meredith, the president, dealt particularly with the problems immediately ahead of the country. The most important, Sir Vincent pointed out, was how the country was to meet the interest on the vast debt of possibly \$1,800,000,000, which would exist after the war. Increased production would relieve the country of a portion of its burden and this, with strict economy and growing population, would in time adjust the difficulties of the country.

Taxation cannot easily be lessened and may be increased, added Sir Vincent. A levy on capital, advocated in some quarters, must only result in the stifling of individual incentive and enterprise and the penalizing of industry, self-denial and thrift. Taxing capital to the point of unemployment in industrial enterprise would involve unemployment of labor and produce serious consequences. If placed principally on consumption, the burden of taxation is distributed.

The New Conditions

With the cessation of hostilities, the cancellation of munitions contracts has begun and the adaptation of war industries to peace conditions will doubtless bring about a check with possible dislocation of business but these adverse factors should prove transitory.

If Canada is to share in the business opportunities during the period of reconstruction, the banks must stand ready to arrange liberal and probably long term lines of credit providing the necessary funds from their own resources or availing themselves of rediscount with the Dominion Government.

As the war ends, all signs point to a great demand for capital for reconstruc-

tion, refunding and replacement purposes and interest rates in consequence will in all probability rule high for some time to come.

With particular reference to the affairs of the Banks, Sir Vincent announced that the distribution to the shareholders would now take the form of a straight dividend of 12 p.c. per annum, instead of a dividend of 10 per cent. and a bonus of 2 p.c. With a view of enabling Canada to be closely in touch with the affairs in France during the period of reconstruction the Bank was also making arrangements for the opening of a branch in Paris.

Sane Financial Policy

Sir Frederick Williams-Taylor, the General Manager, dealt more especially with the growth and development of the business of the Bank and financial conditions in the principal centres of the world. Sir Frederick pointed out that there never was a time when Canada was more in need of sound economic thinking and a sane financial policy as at present.

With the acquisition of the Bank of British North America the resources of the Bank now totalled \$558,413,546, of which \$34,468,283, belonged to the shareholders and \$523,945,262, was entrusted to the care of the Bank by the public. It was worthy of note that the Bank's total assets are now as great as were the combined total assets of all the Canadian Chartered Banks seventeen years ago.

The Bank ever kept before it its duty to its depositors and shareholders. At the same time the Bank had a further duty, national in nature, in financing established business and in fostering the young industries of the Dominion. For these various purposes the power of the Bank was greater than ever before while its position had never been stronger or more elastic. It was of interest to point out that while the cost of everything else had risen the public had paid no higher rate of interest for banking accommodation than before the war.

As regards the outlook in the country, Sir Frederick said:—

"It will bear repeating that Canada possesses all the attributes of a great nation, excepting population. The crying necessity of the hour is for increased production. This cannot be fully achieved without immigration. We have room and opportunity for many millions of farmers and for a good class of labor to develop our mineral wealth and our fisheries and to convert our great forests into lumber and into pulp and paper. One sure way of attracting such immigration is to make living in Canada cheap. To attain this object there must be an end to the public and private extravagance of the past."

Sir Vincent Meredith said in part:—

"The business of the Bank has been well maintained during the year. In view of possible Government financing and the somewhat uncertain outlook at home and abroad, we have consistently set our faces against over-expansion which is to be deprecated under existing conditions. While giving our customers all reasonable accommodation required and taking up many new desirable accounts, we have maintained a strong liquid position, continuing a well considered policy of the Bank; a policy which in the past as now, had added materially to the Bank at home and abroad and of Canadian finance generally.

"Turning to the British finance, two outstanding features during the year were: First, the success of the system of continuous borrowing by means of the 5 p.c. Nation's War Bonds, which were made available to investors at all times on application. This plan yielded the huge sum of £1,200,000,000 from daily subscriptions and avoided the unsettling of the money market which invariably attended the placing of great war loans. Notwithstanding this remarkable response of the investing public, deposits held by the banks in England are actually larger than a year ago.

"The second feature is the amalgamation of some of the more important banks in Great Britain, resulting in a closer co-operation between the Imperial Treasury and the banks in meeting and solving the financial problems with which the country was faced.

Change Policy Slightly

"The question of opening branches in foreign countries to participate in the business that may arise in connection with reconstruction requirements abroad is one that has received considerable attention from your directors. Following the policy of many English banks, we have deemed it prudent to refrain from establishing branches at points far afield where Canadian capital would be required in local and possible competitive industries, preferring rather to strengthen and extend our relations with foreign banking houses and to retain their good-will, thereby conserving our resources for the assistance and encouragement of home trade. In this connection it may be well to mention that we propose presently to establish an agency of the bank in Paris, not for the purpose of loaning Canadian funds but to supply necessary banking facilities to Canadians travelling abroad and to further the interests of Canada generally in France.

"Sooner or later we in this country will without doubt have to meet foreign trade competition of cheap and skilled labor together with advantageous transportation facilities, to a more pronounced extent than Canada has yet experienced. If this competition is to be effectively coped with, the increased efficiency, co-operation and co-ordination to which I have referred are

directed to greatly increased production of our basic, agricultural and other great natural resources. In this way, and by strict economy in government municipal and personal expenditures, a solution can be found of our difficulties of exchanges, the maintenance of our favorable trade balance and the payment of our war debt. Otherwise we must look for a shrinkage in business, to be followed by a readjustment of the scale of wages for labor and of the prices of all commodities.

"We shall undoubtedly for some years have to pay in relatively high taxation the price of our devotion and patriotism, but I am confident this will be done uncomplainingly, in the belief that all present and prospective difficulties can and will be overcome."

Stood Strain Well

Sir Frederick Williams-Taylor said in part:

"The ease with which financial Canada has met the stress of war condition has been favorably commented upon abroad. At home one hears no expression of surprise at the stable financial conditions in the Dominion.

"The real basis of that stability is a banking system that has proved most efficient in peace times and with the facilities accorded by the Minister of Finance, has withstood the severe test of war times. The system as it stands is without doubt adequate to meet any possible demands arising during the reconstruction period and for many years thereafter.

"The anticipated disturbance in bank deposits resulting from domestic Government war loans has subsided, and was to be expected. Seeing that the proceeds of such loans remain in the country, the

money, of necessity, finds its ultimate way back to the banks through one channel or another; and therefore the loanable capital of the banks is, in the long run, undiminished. On the other hand, the strength of the banker's position lies largely in his command of numerous small deposits. The volume of deposits has increased by many millions, but the number has not grown proportionately. Our own deposits are now \$569,727,811.96, as compared with \$330,795,390.72 a year ago. This sum includes \$48,950,000 Bank of British North America money. As usual, we have certain large deposits of special character. The increase in our savings deposits is reasonably satisfactory.

Rates Not Increased

"As regards profits, an impression exists that these war years have been unusually fruitful for the banks. The reply is that when adequate provision has been made for unknown future rates for taxation in Canada and elsewhere, for the increased cost of administration, for heavy depreciation in even the most gilt-edged securities, it may be stated without reservation that the net results are none too ample for safety. I would emphasize another point, viz., that while the cost of everything else has risen, the public have paid no higher rate of interest for banking accommodation than before the war.

"After passing through the inevitable period of economic confusion which all countries must endure, that country of boundless wealth and virility, the United States, the only great power, by the way, to emerge from the war better off financially, may probably enter upon an era of unprecedented expansion and development. Canada must share in such prosperity independently of the part we hope

to take in supplying Europe's reconstruction and regular demands. Meanwhile, there never was a time when our country was more in need of sound economic thinking and sane financial policy.

"Our New York and London Offices have been invaluable channels for international transactions during the war.

"In London, the important banking events of the year have been a series of bank amalgamations regarded by those competent to judge as wise preparation for foreign trade competition after the war.

"The Dominion has been penalized during the past year by a heavy premium on New York funds. This new condition is a matter of wide-spread interest.

"In theory, there are four ways in which this onerous penalty can be removed: by increased exports; by reduced imports; by paying in gold; or, by borrowing in outside markets. None of these remedies is at hand, but with the return of peace, Canada should at least be able to float public loans in New York. Then also we can hope for better things so far as imports and exports are concerned. Also there is on balance a large amount owing our Government by the Imperial Government and \$200,000,000 is owing the Banks of Canada by the Imperial Government, representing wheat and munition purposes. In due course, these combined amounts will aid the exchange situation. The premium in question should, therefore, diminish sooner or later to a point that will be immaterial. Meantime it discourages the importation of non-essentials from the United States, and the investment of Canadian funds in American and foreign securities."

KING GEORGE'S NAVY

CHEWING
TOBACCO

The finest quality tobacco

The men of your town who look for and appreciate a chewing tobacco that is unquestionably superior will find their anticipations fully met by the splendid texture and flavor of King George's Navy.

No good grocer can afford to omit this popular line from his tobacco stocks.



Rock City Tobacco Co., Ltd.

N.B. Egg Carriers

for retail delivery.

GROCERS who do not handle the **NEVER BREAK** are **MISSING** an **OPPORTUNITY** for making a **PROFIT** on Eggs.

Prompt shipments now, quality guaranteed.

Many wholesale houses carry the N.B. in stock.

Walter Woods & Co.

Hamilton and Winnipeg

Keep a Supply of

PURINA

SCRATCH FEED
AND
CHICKEN CHOWDER

In Stock all the Time

Just as sure as to-morrow's light, is the fact that the people in your community will be asking for

Purina Feeds

Why?

Because Purina Scratch Feed and Purina Chicken Chowder **MAKE HENS LAY MORE EGGS**. Guaranteed. We are doing considerable advertising, so stock up with Purina and be ready for the demand.

Prices Quoted on Request

THE CHISHOLM MILLING CO., LTD.

8 Jarvis St., TORONTO

Canada Food Board Cereal Mill License No. 4-198

QUOTATIONS FOR PROPRIETARY ARTICLES

SPACE IN THIS DEPARTMENT IS \$83.20
PER INCH PER YEAR

JAMS

DOMINION CANNERS, LTD.

"Aylmer" Pure Jams and Jellies.
Guaranteed Fresh Fruit and
Pure Sugar Only.

Screw Vac top Glass Jars, 16 oz. glass, 2 doz. case.	Per doz.
Blackberry	\$3 25
Current, Black	3 90
Pear	3 15
Peach	3 15
Plum	2 90
Raspberry, Red	3 90
Apricot	3 25

DOMINION CANNERS, LTD.

CATSUPS—In Glass Bottles

	Per doz.
½ Pts., Aylmer Quality	\$1 90
Pts., Aylmer Quality	2 35
	Per jug.
Gallon Jugs, Aylmer Quality 1 62½	
	Per doz.
Pints, Delhi Epicure	2 70
½ Pints, Red Seal	1 50
Pints, Red Seal	2 00
Qts., Red Seal	2 80

BAKED BEANS WITH PORK

Brands—Canada First, Simcoe, Quaker.

	Per doz.
Individual Baked Beans, Plain 85s, or with Sauce, 4 doz. to case	\$0 95
1's Baked Beans, Flat, Plain, 4 doz. to case	1 15
1's Baked Beans, Flat, Tom. Sauce, 4 doz. to case	1 25
1's Baked Beans, Tall, Tomato or Chili Sauce, 4 doz. to case	1 35
1½'s (20-oz.) Plain, per doz.	1 65
Tomato or Chili Sauce	1 90
2's Baked Beans, Plain, 2 doz. to case	1 95
2's Baked Beans, Tom. Sauce, tall, 2 doz. to case	2 30
2's Baked Beans, Chili Sauce, tall, 2 doz. to case	2 30
½'s Tall, Plain, per doz.	2 75
Tomato or Chili Sauce	3 20
Family, Plain, \$2.35 doz.; Family, Tomato Sauce, \$2.80 doz.; Family, Chili Sauce, \$2.80 doz. The above 2 doz. to case, 10's, ½ doz. per case; Chili and Tomato Sauce, for hotel and restaurant use (gala.), \$12; plain, \$10.	

"AYLMER" PURE ORANGE

MARMALADE

	Per doz.
Tumblers, Vacuum Top, 2 doz. in case	2 00
12-oz. Glass, Screw Top, 2 doz. in case	2 40
16-oz. Glass, Screw Top, 2 doz. in case	2 95
16-oz. Glass, Tall, Vacuum, 2 doz. in case	2 95
2's Tin, 2 doz. per case	4 45
4's Tin, 12 pails in crate, per pail	0 76
5's Tin, 8 pails in crate, per pail	0 90
7's Tin or Wood, 6 pails in crate	1 26
30's Tin or Wood, one pail crate, per lb.	0 17½

BLUE

Keen's Oxford, per lb.	\$0 22
In cases 12—12 lb. boxes to case ..	0 21½

COCOA AND CHOCOLATE

THE COWAN CO., LTD.

COCOA—

Perfection Cocoa, lbs., 1 & 2 doz. in box, per doz.	\$4 60
Perfection, ½-lb. tins, doz.	2 45
Perfection, ¼-lb. tins, doz.	1 35
Perfection, 10c size, doz.	0 95
Perfection, 5-lb. tins, per lb.	0 37
Supreme Breakfast Cocoa, ½-lb. jars, 1 & 2 doz. in box, doz.	2 75

(Unsweetened Chocolate)

Supreme Chocolate, 12-lb. boxes, per lb.	0 36
Supreme Chocolate, 10c size, 2 doz. in box, per box ..	1 30
Perfection chocolate, 10c size, 2 doz. in box, per doz.	0 90

SWEET CHOCOLATE—

	Per lb.
Eagle Chocolate, ½s, 6-lb. boxes 28 boxes in case	0 33
Diamond Chocolate, ¼s, 6 and 12-lb. boxes, 144 lbs. in case ..	0 35
Diamond Chocolate, 8s, 6 and 12-lb. boxes, 144 lbs. in case ..	0 35
Diamond Chocolate, 7s, 6 and 12-lb. boxes, 144 lbs. in case ..	0 34
Diamond Chocolate, 7s, 4-lb. boxes, 50 boxes in case, per box	1 35

CHOCOLATE CONFECTIONS

Maple Buds, 5-lb. boxes, 30 boxes in case, per lb.	0 42
Milk Medallions, 5-lb. boxes in case, per lb.	0 42
Chocolate Ginger, 5-lb. boxes, 30 boxes in case, per lb.	0 45
Crystallized Ginger, 5-lb. boxes, 30 boxes in case, per lb.	0 45

6c. LINES

Toronto Prices

	Per box
Filbert Nut Bars, 24 in box, 60 boxes in case	\$1 05
Almond Nut Bars, 24 in box, 50 boxes in case	1 05
Puffed Rice Bars, 24 in box, 50 boxes in case	1.05
Ginger Bars, 24 in box, 50 boxes in case	1 05
Fruit Bars, 24 in box, 50 boxes in case	1 05
Active Service Bars, 24 in box, 50 boxes in case	1 05
Victory Bar, 24 in box, 60 boxes in case	1 05
Queen's Dessert Bar, 24 in box, 60 boxes in case	1 05
Regal Milk Chocolate Bar, 24 in box, 50 boxes in case ..	1 05
Royal Milk Cakes, 24 in box, 50 boxes in case	1 05
Maple Buds, 6c display boxes, 6c pyramid packages, 6c glassine envelopes, 4 doz in box	2 00

10c LINES

Maple Buds, 10c, 1 doz. in box, 50 boxes in case, per doz.	\$0 95
Medallions, 10c, 1 doz in box, 50 boxes in case, per doz.	0 95

**BORDEN MILK CO., LTD.,
CONDENSED MILK**

Terms, net, 30 days.

Eagle Brand, each 48 cans ..	\$9 25
Reindeer Brand, each 48 cans ..	8 75
Silver Cow, each 48 cans	8 40
Gold Seal, Purity, each 48 cans ..	8 25
Mayflower Brand, each 48 cans ..	8 25
Challenge Clover Brand, each 48 cans	7 75

TO THE WHOLESALE AND MANUFACTURING TRADES

RAW SUGARS

We expect to be in position to supply limited quantities of Raw Sugars for shipment during the early months of next year. We solicit your orders, subject of course to the restrictions and regulations of the Canada Food Board.

West India Company, Limited
Coristine Building, Montreal



*Their selling merit
is proven*

The Kkovah Products are no new comers, Mr. Dealer. They have a record for Quality and Customer Satisfaction that is worth connecting with.

**“KKOVAH”
CUSTARD
and
“KKOVAH”
HEALTH SALT**



These should be in your displays every day. They'll win you new customers and retain the old.

Sole Agents for Canada:

MACLURE & LANGLEY, LIMITED

WINNIPEG

::

TORONTO

::

MONTREAL

Man Left You, Did He?

And for the life of you you don't know where to find another to replace him. Well, our advice to you—and it's good advice—is: Find him by advertising—a small condensed advertisement in CANADIAN GROCER.

If you wanted a blacksmith, we wouldn't recommend CANADIAN GROCER, but when it comes to finding

a man for the grocery business, honestly we don't know of a better or cheaper way of finding him than the use of CANADIAN GROCER.

The way to find the man you want is to look for him where he is likely to be found—in the grocery business.

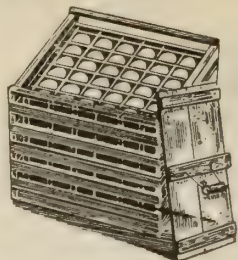
Rate is 2 cents a word first insertion and 1 cent per word each subsequent insertion. Five cents additional per insertion when replies are to be sent to Box Number in our care. Send your advertisement and remittance to

Canadian Grocer Want Ads. 143-153 University Avenue
TORONTO

If any advertisement interests you, tear it out now and place with letters to be answered.

EGG CASE FILLERS and EXTRA FLATS

For
30 Doz.
Egg
Cases



And
12 Doz.
Egg
Crates

The 12 Dozen Crate

THE MILLER BROS. CO., LTD. 20-38 Dowd St.
Montreal, Que.



Oakey's "WELLINGTON" KNIFE POLISH

The original and only reliable preparation
for Cleaning and Polishing Cutlery,
etc.

John Oakey & Sons, Ltd.

Manufacturers of Emery Cloth,
Black Lead, Glass Paper, &c.

LONDON, S.E., ENGLAND

AGENTS:

Geo. B. Jenkinson, 43 Queen St. East,
Toronto, and J. E. Huxley & Co., 220
McDermid St., Winnipeg.

OYSTERS AND FISH

Get in touch with me for

XXX Oysters
Smelts
Frozen Herring
Frozen Mackerel

Fish is the food of the moment.

EMILE PATUREL

SHEDIAC, N.B.

License No. 1-748.

Suit Case Egg Crates

A collapsible egg crate to hold two or three dozen fresh eggs.
When collapsed will not take up any more room in a suit
case than a traveller's order book.

A sure seller if you will buy it and show it.



A. B. SCOTT, LIMITED

NIAGARA FALLS, CANADA

EVAPORATED MILK

St. Charles Brand, Hotel, each	6 65
24 cans	
Jersey Brand, Hotel, each	6 65
24 cans	
Peerless Brand, Hotel, each	6 65
24 cans	
St. Charles Brand, Tall, each	6 75
48 cans	
Jersey Brand, Tall, each	6 75
48 cans	
Peerless Brand, Tall, each	6 75
48 cans	
St. Charles Brand, Family, each	5 75
48 cans	
Jersey Brand, Family, each	5 75
48 cans	
Peerless Brand, Family, each	5 75
48 cans	
St. Charles Brand, small, each	2 90
48 cans	
Jersey Brand, small, each	2 90
48 cans	
Peerless Brand, small, each	2 90
48 cans	

CONDENSED COFFEE

Reindeer Brand, large, each	6 25
24 cans	
Reindeer Brand, small, each	6 50
48 cans	
Regal Brand, each 24 cans	5 90
Cocoa, Reindeer Brand, large, each	6 25
24 cans	
Reindeer Brand, small, 48 cans	6 50

W. CLARK, LIMITED.
MONTREAL.

Compressed Corn Beef— $\frac{1}{2}$ s.	\$2.90;
1s.	\$4.45; 2s.
\$9.25; 6s.	\$34.75;
14s.	\$80.
Lunch Ham—1s.	\$6.45; 2s.
\$13.50.	
Ready Lunch Beef—1s.	\$4.45; 2s.
\$9.	
English Brawn— $\frac{1}{2}$ s.	\$2.90; 1s.
\$4.95; 2s.	\$9.90.
Boneless Pig's Feet— $\frac{1}{2}$ s.	\$2.90; 1s.
\$4.95; 1s.	\$9.90.
Ready Lunch Veal Loaf— $\frac{1}{2}$ s.	\$2.40;
1s.	\$4.45.
Ready Lunch, Beef-Ham Loaf— $\frac{1}{2}$ s.	\$2.40; 1s.
\$4.45.	
Ready Lunch Beef Loaf— $\frac{1}{2}$ s.	\$2.40;
1s.	\$4.45.
Ready Lunch Asst. Loaves— $\frac{1}{2}$ s.	\$2.45; 1s.
\$4.50.	
Geneva Sausage—1s.	\$4.95; 2s.
\$9.45	
Roast Beef— $\frac{1}{2}$ s.	\$2.90; 1s.
\$4.45;	
2s.	\$9.25; 6s.
\$34.75.	
Boiled Beef—1s.	\$4.45; 2s.
\$9.25; 6s.	\$34.75.
Jellied Veal— $\frac{1}{2}$ s.	\$2.90; 1s.
\$4.45;	
2s.	\$9.
Cooked Tripe—1s.	\$2.45; 2s.
\$4.45.	
Stewed Ox Tail—1s.	\$2.45; 2s.
\$4.45.	
Stewed Kidney—1s.	\$4.45; 2s.
\$8.95.	
Mince Collops— $\frac{1}{2}$ s.	\$1.95; 1s.
\$3.75;	
2s.	\$6.95.
Sausage Meat—1s.	\$4.2s.
\$7.75.	
Corn Beef Hash— $\frac{1}{2}$ s.	\$1.95; 1s.
\$3.70; 2s.	\$5.45.
Beef Steak and Onions— $\frac{1}{2}$ s.	\$2.90;
1s.	\$4.45; 2s.
\$8.45.	
Jellied Hocks—2s.	\$9.95; 6s.
\$29.80;	
Irish Stew—1s.	\$3.45; 2s.
\$6.75.	
Cambridge Sausage—1s.	\$4.45; 2s.
\$8.45.	
Boneless Chicken— $\frac{1}{2}$ s.	\$5.90; 1s.
\$8.95.	
Boneless Turkey— $\frac{1}{2}$ s.	\$5.90; 1s.
\$8.95.	
Ox Tongue— $\frac{1}{2}$ s.	\$3.85; 1s.
\$7.95;	
$\frac{1}{2}$ s.	\$12.45; 2s.
\$15.95; 2 $\frac{1}{2}$ s.	
\$17.50; 3 $\frac{1}{2}$ s.	\$27; 6s.
\$45.	
Lunch Tongue— $\frac{1}{2}$ s.	\$3.45; 1s.
\$6.75;	
2s.	\$15.50.
Tongue Lunch—1s.	\$6.75.
Beef Suet—1s.	\$4.90; 2s.
\$8.50.	
Mince Meat (Tins)—1s.	\$2.95; 2s.
\$4.45; 6s.	\$12.95.
Mince Meat (Bulk)—5s.	23c; 10s.
22c; 25s.	21c; 50s.
20c; 85s.	20c.
Chateau Brand Pork and Beans, with Tomato Sauce—Ind.	\$1.10;
1s.	\$1.75; 2s.
\$2.55; 3s.	\$3.85.
With Plain Sauce—Ind.	\$1; 1s.
\$1.65, 2s.	\$2.40; 3s.
\$3.40.	
Chateau Brand Concentrated Soups—Celery, 1s.	\$1.25; Consommé, 1s.
\$1.25; Green Peas, 1s.	\$1.25;
Julienne, 1s.	\$1.25; Mulligatawny, 1s.
\$1.25; Mutton Broth, 1s.	\$1.25;
Ox Tail, 1s.	\$1.25; Pea, 1s.
\$1.25;	
Scotch Broth, 1s.	\$1.25; Vegetable, 1s.
\$1.25; Chicken, 1s.	\$1.65;
Mock Turtle, 1s.	\$1.65; Tomato, 1s.
\$1.65; Vermicelli Tomato, 1s.	\$1.35;
Assorted, 1s.	\$1.35;
Soups and Bouilli, 1s.	\$12.50.

Clark's Pork and Beans, Tomato Sauce, Blue Label—Ind., 95c; 1s.	\$1.25; 1 $\frac{1}{2}$ s.
\$1.90; 2s.	\$2.30; 3s.
\$2.95; 3s.	talls, \$3.35; 6s.
\$12; 12s.	\$20.
Plain Sauce, Pink Label—Ind., 85c; 1s.	\$1.15; 1 $\frac{1}{2}$ s.
\$1.65; 2s.	\$1.95; 3s.
(talls), \$2.50; 3s.	(talls), \$2.95; 6s.
\$10; 12s.	\$18.
Chili Sauce (red and gold label)—Ind., 95c; 1s.	\$1.25; 1 $\frac{1}{2}$ s.
\$1.90; 2s.	\$2.30; 3s.
(flat), \$2.95.	
Vegetarian Baked Beans and Tomato Sauce—2s.	\$2.25.
Sliced Smoked Beef— $\frac{1}{2}$ s.	\$2.35; 1s.
\$3.45; 4s.	\$24.
Canadian Boiled Dinner—1s.	\$2.45; 2s.
\$5.95.	
Army Rations—Beef and Vegetables, 1s.	\$3.45; 2s.
\$5.95.	
Spaghetti with Tomato Sauce with Cheese— $\frac{1}{2}$ s.	\$1.85; 1s.
\$2.50; 2s.	\$4.30.
Tongue, Ham and Veal Pates— $\frac{1}{2}$ s.	\$2.25.
Ham and Veal Pates— $\frac{1}{2}$ s.	\$2.25.
Smoked Vienna Style Sausage— $\frac{1}{2}$ s.	\$2.45.
Pate De Foie— $\frac{1}{4}$ s.	75c; $\frac{1}{2}$ s.
\$1.40.	
Plum Pudding— $\frac{1}{2}$ s.	\$2.45.
Potted Beef Ham— $\frac{1}{4}$ s.	75c; $\frac{1}{2}$ s.
\$1.40.	
Beef— $\frac{1}{4}$ s.	75c; $\frac{1}{2}$ s.
\$1.40.	
Potted Tongue— $\frac{1}{4}$ s.	75c; $\frac{1}{2}$ s.
\$1.40.	
Potted Game (Venison)— $\frac{1}{4}$ s.	75c.
Potted Veal— $\frac{1}{4}$ s.	75c; $\frac{1}{2}$ s.
\$1.40.	
Potted Meats (Assorted)— $\frac{1}{4}$ s.	80c; $\frac{1}{2}$ s.
\$1.45.	
Devilled Beef Ham— $\frac{1}{4}$ s.	75c; $\frac{1}{2}$ s.
\$1.40.	
Beef— $\frac{1}{4}$ s.	75c; $\frac{1}{2}$ s.
\$1.40.	
Devilled Tongue— $\frac{1}{4}$ s.	75c; $\frac{1}{2}$ s.
\$1.40.	
Veal— $\frac{1}{4}$ s.	75c; $\frac{1}{2}$ s.
\$1.40.	
Devilled Meats (Assorted)— $\frac{1}{4}$ s.	80c; $\frac{1}{2}$ s.
\$1.45.	

In Glass Goods

Fluid Beef Cordial—20 oz. bottle.	\$10; 10 oz., \$5.
Ox Tongue— $\frac{1}{2}$ s.	\$14.50; 2s.
\$17.50.	
Lunch Tongue—1s.	\$9.95.
Sliced Smoked Beef— $\frac{1}{4}$ s.	\$1.75; $\frac{1}{2}$ s.
\$2.35; 1s.	\$4.15.
Mince meat—1s.	\$3.45.
Potted Chicken— $\frac{1}{4}$ s.	\$2.35.
Ham— $\frac{1}{4}$ s.	\$2.35.
Tongue— $\frac{1}{4}$ s.	\$2.35.
Venison— $\frac{1}{4}$ s.	\$2.35.
Chicken Breast— $\frac{1}{4}$ s.	\$9.95.
Tomato Ketchup—8s.	\$2.25; 12s.
\$2.80; 16s.	\$3.50.
Peanut Butter— $\frac{1}{4}$ s.	\$1.45; $\frac{1}{2}$ s.
\$1.95; 1s.	\$2.45; in pails, 5s.
88c.	
12s.	31c; 24s.
30c; 50s.	30c.

COLMAN'S OR KEEN'S MUSTARD.

	Per doz. time
D. S. F., $\frac{1}{4}$ -lb.	\$2 80
D. S. F., $\frac{1}{2}$ -lb.	5 30
D. S. F., 1-lb.	10 40
F. D., $\frac{1}{4}$ -lb.	
Durham, 1-lb. jar, each	\$0 60
Durham, 4-lb. jar, each	2 25

Canadian Milk Products, Ltd.,
Toronto and Montreal.
KLIM

Hotel	\$18 50
Household size	8 25
Small size	5 75
F.o.b. Ontario jobbing points, east of and including Fort William. Freight allowance not to exceed 50c per 100 lbs., to other points, on 5-case lots or more.	

THE CANADA STARCH CO., LTD.

Manufacturers of the Edwardsburg Brands Starches	
Laundry Starches—	
Boxes	Cents
40 lbs. Canada Laundry	.09%
40 lbs., 1 lb. pkg., White	
Glass	.10%
48 lbs., No. 1 White or Blue	
Starch, 3-lb. cartons	.10%
100-lb. kegs, No. 1 white	.10%
200-lb. bbls., No. 1 white	.10%
30 lbs., Edwardsburg Silver	
Gloss, 1-lb. chromo pkgs.	.11%
48 lbs., Silver Gloss, in 6-lb. tin canisters	.13%
36 lbs. Silver Gloss, in 6-lb. draw lid boxes	.13%
100 lbs., kegs, Silver Gloss, large crystals	.11%

If any advertisement interests you, tear it out now and place with letters to be answered.

W. C. MACDONALD, REG'D.

Established over 60 years

Tobacco Manufacturers

MONTREAL

PLUG SMOKING

"BRITISH CONSOLS"
 "INGOTS" (Rough and Ready)
 "BRIER"
 "INDEX"

PLUG CHEWING

"PRINCE OF WALES"
 "NAPOLEON"
 "CROWN"
 "BLACK ROD" (Twist)

Distributed by Leading Wholesalers



MADE IN CANADA

*On a
 busy Saturday
 night, which would
 you rather hand out -
 an explanation or
 Gold Dust?*



THE N.K. FAIRBANK COMPANY
 LIMITED MONTREAL

Let the GOLD DUST
 TWINS do your work.

If any advertisement interests you, tear it out now and place with letters to be answered.

Spending More Because it Pays

Andrew Jergens Company for their current year's advertising are spending **nine times** as much in MACLEAN'S MAGAZINE as they spent with us five years ago.

Bauer and Black for their current year's advertising are spending **seven times** as much in MACLEAN'S MAGAZINE as they spent with us four years ago.

Monarch Knitting Company for their current year's advertising are spending **six times** as much in MACLEAN'S MAGAZINE as they SPENT with us three years ago.

J. B. Williams Company for their current year's advertising are spending **six times** as much in MACLEAN'S MAGAZINE as they spent with us four years ago.

Columbia Gramophone Company for their current year's advertising are spending **five times** as much in MACLEAN'S MAGAZINE as they spent with us four years ago.

Goodyear Tire Company for their current year's advertising are spending **five times** as much in MACLEAN'S MAGAZINE as they spent with us two years ago.

Gerhard Mennen Chemical Company for their current year's advertising are spending **four times** as much in MACLEAN'S MAGAZINE as they spent with us two years ago.

Canada Cement Company are spending **three times** as much as one year ago.

Proctor and Gamble are spending **three times** as much as four years ago.

Penmans Limited are spending **three times** as much as four years ago.

The Office Specialty Company are spending **three times** as much as four years ago.

Esterbrook Pen Company are spending **three times** as much as four years ago.

Postum Cereal Company are spending **three times** as much as five years ago.

Lever Bros. are spending **twice** as much as four years ago.

Willys-Overland are spending **twice** as much as four years ago.

The Cudahy Packing Company are spending **twice** as much as four years ago.

**Advertisers Should Address
MacLean's Magazine
Toronto, Canada**

**Also at Montreal, Winnipeg, New
York, Chicago, Boston, and
London, England**

Apples

Let us look after your requirements. We handle the Famous

**GEORGIAN
BAY
BRAND APPLES**

Fine, sound fruit that will be appreciated by every customer.

We invite correspondence.

**LEMON BROS.
OWEN SOUND, ONTARIO**

Dairy Butter Wraps

Made from 30-lb. No. 1 Genuine Vegetable Parchment Paper, printed in two colors ink with design conforming to regulations covering Dairy Butter, size 8 x 11, packed 500 sheets to a carton.

ALWAYS IN STOCK

Special Printed Wraps to Order

Business Systems Limited

*Largest Manufacturers of Butter
Wraps in Canada*

52-56 Spadina Ave. TORONTO

The next time you want a clerk, be sure to advertise in the "Wanted" Page of CANADIAN GROCER. You will receive inquiries from the liveliest clerks in the Canadian grocery trade, because reading CANADIAN GROCER is a test of the clerk's interest in his business.

The Financial Post on Capital and Labor To-Day

"THE mission of representatives of organized labor and the manufacturing interests to the Government with a joint bill of recommendations is one of the most encouraging events which Canadian industry has seen. The idea of co-operation indicated is of greater importance than anything which the Government may be able to do in response to the petitions presented. More than ever during the period of readjustment, the interests of capital and labor will lie in the same direction.

"Largely because labor numerically has been more widely represented in the war than capital, the workers will demand more than in the past. In this demand there may be more of justice than economic common sense, but it must be given the consideration it deserves. It is only to be hoped that labor will be represented in any controversies which may arise with industry by men who will appreciate that the workers share in the manufacturers' success and that in making demands too great they may easily kill the fabled goose."

Besides the important article from which the above is quoted,

THE POST THIS WEEK CONTAINS:

Ontario Government Would Shift Responsibility to Trust and Loan Companies.

Beck Didn't Make the Hydro; The Hydro Made Beck.

Outlook for Bond Business in West Satisfactory.

Regina Revenue Running Short of Estimate.

Efficiency in Organizing the Branch Staff. Developments of Importance in Housing Field.

Lady's Plans for Drawing Women to New Branch.

Resignation of McAdoo A Shock to Big Business.

Canada to Show France What She Manufactures.

Montreal's Revenue Increased by a Million.

Cost of Living Cuts Hotel Profits.

London Rules in Financial World.

Savings Banks in Newfoundland.

Trade Mission Goes to Siberia.

Bank of Montreal to Open in Paris.

Bond Holders to Run Prince Albert.

Bond Market Still Short of Offerings.

Explosion Case in the Courts.

War Savings Stamps in the Stores.

A Question of War Indemnity.

Above mentioned are a few of the more important contents of this issue of THE FINANCIAL POST. Send a subscription to THE POST and note its business value to you. Use this form in sending subscription which is \$3.00 per year.

The MacLean Publishing Co.,
153 University Ave., Toronto.

Send me THE FINANCIAL POST every week till further ordered. I will pay subscription price \$3.00 per year on receipt of bill or you may draw on me for this.

Name

Address

.....

XMAS FRUITS

All ready for the Holiday Trade

We are now shipping

**Navels and Florida Oranges
Grape Fruit and Tangerines**

**Malaga Grapes, Bananas
All Kinds of Nuts, Holly and
Holly Wreaths**

Wire, Phone or Mail Orders.

WHITE & CO., LTD.

Front and Church Sts., TORONTO

Canada Food Board License No. 277

Xmas Oranges

As usual, we are handling the best obtainable brand of Northern California Navels and Florida Pine-apple Oranges.

TANGERINES AND GRAPE FRUIT

PEARS, GRAPES, RAISINS,

APPLES AND NUTS

VEGETABLES OF ALL KINDS

CRANBERRIES

XMAS POULTRY

DUNCANS LIMITED

NORTH BAY, ONT.

Branches at SUDBURY, COBALT, TIMMINS

Canada Food Board License No. 151



Furnivall's

Furnivall's Jams are just fine fruit and pure cane sugar made to conform to our recipes. Result is the finest and most appetizing jam on the Canadian market.

Sell Furnivall's and hold your customers.

Your wholesaler stocks it.

**FURNIVALL-NEW,
Limited
Hamilton, Canada**

Canada Food Board License
No. 14-167

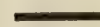
AGENTS:—Ontario—MacLaren Imperial Cheese Co., Ltd., Toronto.
H. J. Sykes, 736 Elgin St., Ottawa, Ont. Montreal—George Hodge
& Sons, Ltd. St. John, N.B.—MacLaren Imperial Cheese Co. Halifax,
N.S.—MacLaren Imperial Cheese Co. Sydney, N.S.—A. E. Sheppard.
Hamilton—R. M. Griffith. Calgary, Alta.—MacLaren Imperial
Cheese Co., Ltd. Edmonton, Alta.—MacLaren Imperial
Cheese Co., Ltd. Saskatoon—The H. L. Perry Co., Ltd. Manitoba
The H. L. Perry Co., Ltd., Winnipeg.

WETHEY'S

Mince Meats

(both Condensed and Bulk)

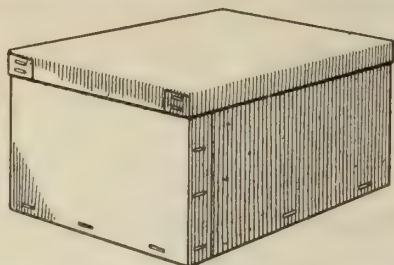
always lead



*When buying
insist
on this brand*

Canada Food Board License No. 14-128

This is the Box for your customers' Overseas Parcels



The Original Overseas Box for your Customers as used by Red Cross Societies Everywhere

Here is a box that's built to stand hard knocks—a box that's positively guaranteed to reach its destination in the same condition as when mailed.

NOT CARDBOARD OR CORRUGATED BOARD, but solid material; no wrapping required. Note the fastenings. No stickers or tapes used, but steel staples.

Over one million shipped without one complaint. Compare it with any other box on the market and judge for yourself. Now is the time to order for Xmas trade. Prices:

5" x 6" x 9", per hundred, \$10.00 F.O.B. Ottawa.
5½" x 7" x 9", per hundred, \$12.00 F.O.B. Ottawa.

Boxes Limited

Queen and Booth Streets, - OTTAWA

FINEST CRYSTAL GELATINES

Powdered and Sheet

FINE LEAF GELATINE

BRITISH MANUFACTURE

GELATINE

OURY, MILLAR & CO.

9 Mincing Lane, London, E.C., Eng.

SOLE AGENTS FOR CANADA

F. S. Jarvis & Co.

18 TORONTO ST., - TORONTO

INDEX TO ADVERTISERS

A		M	
Acadia Sugar Refining Co.	4	Macdonald, W. C., Regd.	57
Aboosamra Kouri	22	Macdonald & Co., W. L.	12
Argyle Bute	19	Macivor Bros. Co.	48
B		Maclure, A. M., & Co.	9
Babbitts	15	Mackay Co., Ltd., John	11
Bank of Montreal	52, 53	MacLeod & Co., D. J.	9
Bain, Donald H., Co.	9	Maclure & Langley	10
Bendon, S. G., Utility Co.	11	McCormick Mfg. Co.	4
Borden Milk Co.	1	Magor, Son & Co., Ltd.	22
Bowes & Co.	2	Malcolm Condensing Co.	15
Bowman Fish Co.	63	Mann, C. A., & Co.	63
Boxes, Ltd.	62	Marsh Grape Juice Co.	11
Business Systems	58	Marshall, H. D.	11
C		Mathieu Co., J. L.	10
Canada Maple Exchange	48	Matthews-Blackwell, Ltd.	49
Canada Nut Co.	12	Miller Bros. Co.	56
Canadian Salt Co., Ltd.	18	Mount Royal Milling & Mfg. Co.	Inside front cover
Canadian Shredded Wheat Co.	3	N	
Canadian Wood Products Co.	16	Nagle & Co., N. (Volpeek)	64
Chisholm Milling Co.	54	Nelson, C. J.	12
Clark, W., Ltd.	7	Nootka Packing Co.	13
Connors Bros.	50	Nutrient Food Co.	63
Chilliwick Evaporating & Packing Co.	13	O	
Cockburn Co., F. D.	9	Oakeys, John, & Son, Ltd.	56
Clayoquot Sound Canning Co.	12	Oceanic Oyster Co.	17
D		Oury Millar Co.	62
Davies, Wm., Co. Inside back cover		P	
Defiance Packing Co.	13	Patrick, W. G., & Co.	10
Dominion Salt Co.	63	Paturel, Emil	56
Duncans, Ltd.	61	Pennock, H. P., & Co., Ltd.	8
E		Perry, H. L., & Co.	8
Eddy Co., E. B.	5	Predigest Food Co., Ltd.	15
Eckhardt, H. P., & Co.	59	Pullan, E.	64
Egg-O Baking Powder	21	R	
El Roi-Tan, Ltd.	12	Releg Co., Ltd.	51
Elliott, W. F.	10	Rock City Tobacco Co.	53
Escott, W. H., Co.	8	Rose & Laflamme, Ltd.	11
Estabrooks & Co., T. H.	21	S	
F		Scott, Ltd., A. B.	56
Fairbank, N. K., Co.	57	Scott-Bathgate Co., Ltd.	8
Fearman, F. W.	51	Shaw & Ellis	30
Fowler & Co., R. L.	54	Smalls, Ltd.	Back cover
Freeman & Co., J. L.	11	Snider, J. M., & Sons	48
Freeman Co., W. A.	51	Spratts, Limited	10
Furnivall-New, Ltd.	61	Schofield & Beer	11
G		Sutcliffe & Bingham	55
Gaetz & Co.	11	T	
Gauvreau, Paul F.	11	Toronto Salt Works	63
Gillespie & Co., The Robt.	12	Trent Mfg. Co.	63
Grant, C. H.	9	Thompson, E. B.	63
Gray, John, & Co. Inside front cover		Thompson & Co., G. B.	9
H		Turton, J. E.	11
Hargraves, Canada, Ltd.	60	Toronto Pottery Co.	63
Hart, C. B., Regd.	11	V	
Heinz Co.	18	Vogans, Ltd.	63
I		W	
Imperial Extract Co.	18	Walker, Hugh, & Son	6
Imperial Rice Milling Co.	13	Watford Mfg. Co.	60
J		Watson & Truesdale	9
Jones, C. & J.	10	West India Co.	55
K		Wethey, J. H., & Co.	61
Kavanagh Co.	63	White & Co.	61
L		White Cottell's	63
Lambe, W. G.	10	Whittall Can Co., Ltd., A. R.	Front cover
Lemon Bros.	58	Williams Storage Co.	9
Little Bros., Ltd.	12		

BUYERS' DIRECTORY

Latest Editorial Market Information and Guide to Buyers.



**Overseas
CAKE**

Put up in one pound packages.

Order from your jobber to-day.
VOGANS, LIMITED TORONTO



**JARS AND
BUTTER CROCKS**

Are needed in every household.
We can supply you with the kind
that sells. Write for price list
now to

The Toronto Pottery Co.
LIMITED
Dominion Bank Bldg., Toronto

We are now located in our new and more
spacious warehouse at

60-62 JARVIS ST.

TORONTO SALT WORKS

GEO. J. CLIFF

WHITE-COTTELL'S

Best English Malt Vinegar

QUALITY VINEGAR

White, Cottell & Co., Camberwell, London, Eng.

Agent:

W. Y. COLCLOUGH, 53 Silver Birch Ave., Toronto

SALT

All Grades.—Carloads.

THE DOMINION SALT CO., LTD.
Manufacturers and Shippers
SARNIA :: :: ONTARIO

All these ads will have
position on a live page
each week containing
reading matter.

BUYERS' DIRECTORY PAGE

Barrel pork is firming again. In Chicago, various brands registered an advance of \$4 per barrel, but when the effect of this may reach the Canadian market cannot be determined at this writing. It would seem likely that there may be an advance here at an early date.

* * *

TEXAS RICE CROPS

Increased production and increased consumption of rice is the situation in Texas during the last year. Texas grows about 3,000,000 sacks rough rice annually, which is estimated as about 38 per cent. of the country's annual production. Producers believe the war has taught housewives the value of rice as food and that the increase in consumption will continue. The product of the large rice mills in Southern Texas is valued at \$6,000,000.

* * *

NEW DRYING PROCESS FOR MEATS

It is understood that a new drying process, by which meats and fish can be kept indefinitely and then restored to their former state of freshness by application of water has been perfected. This process, it is believed, will increase the world's meat shipping more than twelve times by doing away with the need for refrigeration. It is said that tests made show that meats that had been dried and kept a year were restored to their fresh state and served with satisfactory results. Reports received state that those who ate the restored meat failed to discover any difference between it and strictly fresh meat.

MINCEMEAT

Write, wire or telephone for quotations for prompt or fall delivery.

E. B. THOMPSON

20 Front Street East, Toronto

30 DOZ. CASE FILLERS
ONE DOZ. CARTON FILLERS
¾-INCH CUSHION FILLERS
CORRUGATED FLATS.

The TRENT MFG. CO., Ltd.
TRENTON - - ONTARIO

CHOCOLATTA

contains chocolate, milk and sugar in powdered form.

Makes a delicious drink served hot or cold. Suggest it to your customers for Home and Overseas.

NUTRIENT FOOD CO., TORONTO

DRING SAUSAGE

Montreal and Quebec Province Grocers, attention—We are the only manufacturer of this most delicious sausage. We deliver in lots of 5 lbs. or more, to all Montreal Grocers and Butchers.

KAVANAGH PROVISION CO.,
372 Bleury Street, Montreal

Telephones: Uptown 4620-4621, Night Up, 1980. Canada Food Board License No. 9-690

GROCERS & BUTCHERS

Buy the Best

FANCY DRESSED POULTRY.
SELECTED EGGS, CHOICE DAIRY
AND CREAMERY BUTTER

C. A. MANN & CO.

LONDON, ONTARIO

"Canada Food Board License No. 7-078"

These one-inch spaces
only \$1.60 per insertion
if used each issue in the
year.

Wanted

CLASSIFIED ADVERTISING

Advertisements under this heading 2c per word for first insertion. 1c for each subsequent.

Where copies come to our care to be forwarded, five cents must be added to cost to cover postage, etc.

Contractions count as one word, but five figures (as \$1,000) are allowed as one word.

Cash remittances to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittances cannot be acknowledged.

WANTED

DEAD STOCK OF PATENT MEDICINES. Drugs and sundries bought or exchanged. Write The Drug Exchange Co., P.O. Box 1343, Montreal, Que.

WELL ESTABLISHED FIRM IN WINNIPEG covering entire West with staff of travellers and branch in Calgary desires one or more good lines of staple goods. Representative of this firm will be in Toronto second week of December. Write Box 464, Canadian Grocer, and make appointment.

WANTED BY OLD ESTABLISHED FOOD product manufacturing concern, salesman for Canada for grocery and table product trade, to sell Royal Salad Dressing and other specialties. Address, giving fullest particulars as to age, experience, and line sold, with references, to The Horton-Cato Manufacturing Co., Windsor, Ont.

WANTED FOR THE GROCERY DEPARTMENT of the Trochu Valley General Store, Trochu, Alta., a first-class manager who can take complete charge of this department. One who is thoroughly familiar with buying and retailing in every way. State experience, salary and all particulars and give references. Excellent position to right man. Trochu Valley Department Store, Trochu, Alta.

POSITION WANTED BY YOUNG MAN, AGE 32. Open to consider any good offer. Several years' experience as manager of general store doing business over five thousand dollars per week. Have made good in present position. Can furnish high class references. Box 468, Canadian Grocer.

WANTED BY YOUNG MAN, POSITION IN general store. Experienced. Box 466, Canadian Grocer.

GROCERY LINE WANTED ON COMMISSION by a traveller having a large experience with the wholesale grocers, the best retail grocers and also confectionery trade. Have sold English and American lines in the Provinces. I have Canadian lines but need another. References if necessary. Traveller, Box 475, Truro, N.S.

Sugar Bags WANTED

WRITE

E-PULLAN

TORONTO

Use this page—the page that is never overlooked—from time to time to put efficiency in your service, and watch it for opportunities.

Everything is classified under appropriate headings, so that you can, at a glance, find what you are looking for. Quite often the want ad page is consulted as a guide to conditions.

Anything used or of interest to the Grocery trade can be located by an advertisement on this page.

CANADIAN GROCER reaches thousands of the best grocers in the Dominion—the kind you want to speak to.

The cost of this service to you is very small—2 cents per word first insertion, and 1 cent per word for each subsequent insertion of the same advertisement. If you do not wish your name to appear in the ad we have a Box system whereby everything is strictly confidential, for which we charge 5 cents per insertion extra.

Kindly enclose remittance with ad so as to save unnecessary bookkeeping, etc.

THE "WANT" AD.

The "want ad." has grown from a little used force in business life into one of the great necessities of the present day.

Business men nowadays turn to the "want ad." as a matter of course for a hundred small services.

The "want ad." gets work for workers and workers for work.

It gets clerks for employers and finds employers for clerks. It brings together buyer and seller, and enables them to do business though they may be thousands of miles apart.

The "want ad." is the great force in the small affairs and incidents of daily life.

FOR SALE

CASH GROCERY BUSINESS AVERAGING \$450 weekly. Dwelling and store combined. Box 440, Canadian Grocer.

EMPTY BAGS FOR SALE

EXCELLENT ONCE USED JUTE FLOUR bags. Apply Joseph Wood & Co., Halifax, N.S.

FIXTURES FOR SALE

EVERY MERCHANT WHO SEEKS MAXIMUM efficiency should ask himself whether a Gipe-Hazard Cash Carrier, as a time and labor saver, is not worth more than the high-priced labor which it liberates. Are you willing to learn more about our carriers? If so, send for our new catalogue J. Gipe-Hazard Store Service Co., Limited, 113 Sumach St., Toronto.

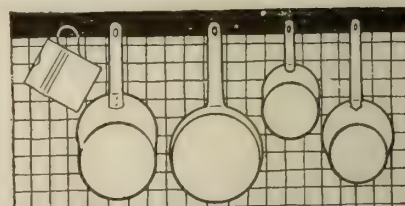
SOLID BRICK STORE AND DWELLING. Store 2 stories high, 67 x 44. Storehouse 30 x 20. All new and complete. Will sell with stock or reduce stock. Would take Victory Bonds part payment. Terms to suit purchaser. Good reasons for selling. Apply O. C. Simpson, Box 37, Metcalfe, Ont.

FOR SALE—TAYLOR SAFE, GOOD CONDI- tion. 3 wheel, height 41, width 34, depth 29, for \$100.00. Because we have vault now. Market price \$250.00. Carter Bros., Picton, Ont.

WANTED

WANTED TO BUY—USED McCASKEY BOOK- keeping System holding 200 accounts or more—must be in good condition. State lowest cash price to Box No. 460, Canadian Grocer.

WANTED—MAN FOR GROCERY DEPART- ment of meat and grocery business. Duties to begin first of year. Write stating experience, if any, in either branch of work, and wages expected. C. A. Robins, Dunnville, Ont.



VOL-PEEK

—a specialty that every housewife needs

Leaking pots are common in every home. Vol-Peek mends all such quickly and easily. Pots, Pans, Graniteware, Aluminum vessels—all can be made ready for use in two minutes with a little bit of Vol-Peek. Sells at a good profit. Write us direct if your wholesaler hasn't got it.

H. NAGLE & CO.
Box 2024, Montreal

"PEERLESS"
in Name
and Quality



*No trouble at all to sell a
successful product such as this*

WE want you to share with us some of the success we are having in connection with "*Peerless*" Shortening.

Dealers who are handling this product tell us that their customers buy it again and again—because they know they can always pin their faith to it.

For cake and pastry making as a shortening—for frying foods—for every purpose for which a frying fat can be used "*Peerless*" Shortening gives the highest satisfaction.

Not only is it much cheaper than lard or butter—it is more economical in use and goes farther. That's a "worth while" argument these days, isn't it?

The unusually attractive packages make a fine display, too, and are well worthy of the high grade product they contain. Why not order to-day—through our traveller—or by mail?

*In 1 lb. Sanitary Cartons and 3 lb., 5 lb.,
10 lb., 20 lb., 50 lb. Bright Red Tin Pails*

THE **DAVIES** COMPANY
WILLIAM LIMITED

MONTREAL

TORONTO

HAMILTON

TRADE MARK

Small's

Small's Forest Cream Butter and Syrup is like what Mother used to make. It is the only butter with the smooth creamy texture and spreads like butter. Packed in from one to seven hundred pounds packages. It is made from the original exclusive formulas for past eighty years. Highest rewards from all leading countries, including the Orient. Christmas parcels containing a one or five pound tin is a winner with the boy somewhere in France. Sales are enormous. Are you having your share? Insist on Small's Forest Cream Butter.

*Prompt
shipments
on all
lines*



**Maple Syrup
Molasses
and
Forest Cream
Butter**

(CAPACITY 3 CARS DAILY)

SMALLS LIMITED
SYRUP AND MOLASSES REFINERS

TRADE MARK

Small's

FEATURING CHRISTMAS ANNOUNCEMENTS

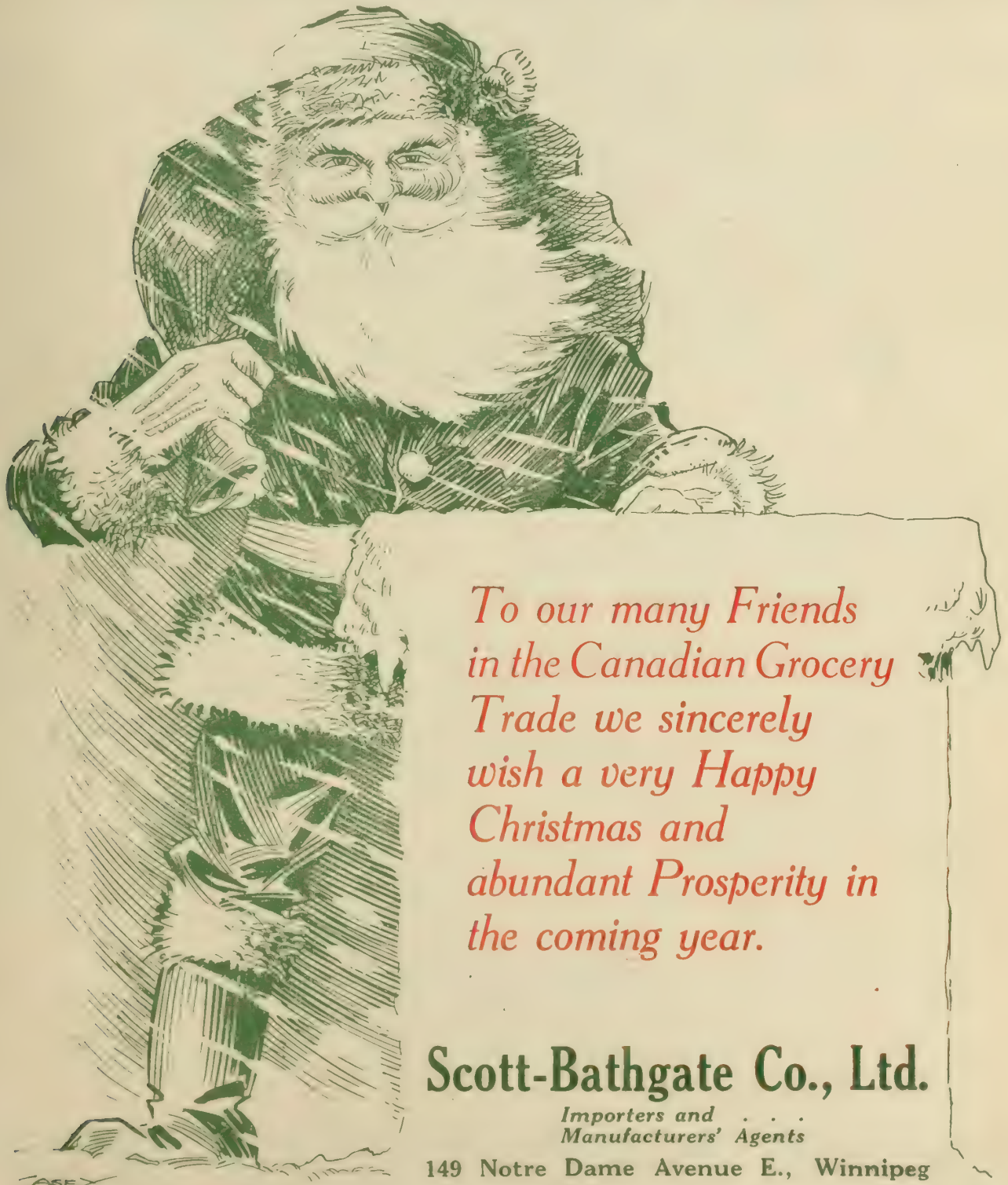
CANADIAN GROCER

Members of the Associated Business Papers—Only Weekly Grocery Paper Published in Canada
THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXXII

PUBLICATION OFFICE: TORONTO, DECEMBER 20, 1918

No. 51



*To our many Friends
in the Canadian Grocery
Trade we sincerely
wish a very Happy
Christmas and
abundant Prosperity in
the coming year.*

Scott-Bathgate Co., Ltd.

*Importers and
Manufacturers' Agents*

149 Notre Dame Avenue E., Winnipeg



DONALD H. BAIN CO.

*Wholesale Grocery Commission Merchants, Manufacturers'
Agents and Brokers*

WINNIPEG
EDMONTON

REGINA

SASKATOON

CALGARY
VANCOUVER



Our sincerest and heartiest
wishes for a Yule-tide full of
gladness and a New Year re-
plete with health, wealth and
prosperity.





Borden's **Greetings**

To Borden dealers everywhere—and they are legion—we wish an abundance of that Christmas joy symbolized from time immemorial by the sunny smile of Santa Claus.

For the courtesy of your patronage in the past year we sincerely thank you and we anticipate a continuance of those cordial relations during the coming year.

Borden Milk Co., Limited

"Leaders of Quality"

MONTREAL

Branch Office : [No. 2 Arcade Bldg., Vancouver, B.C.]

License No. 14-213



We wish you A Joyous Yuletide

To all our friends in the Trade
—to those firms for whom we
are Car Loading Agents—to
you, manufacturers, who send
your products through our
hands, and to those of you
whose goods we handle as
brokers, we take pleasure in
extending the old, old wish—
A Happy Christmas and a
Prosperous New Year.

May our good relations
continue.

H. L. PERRY CO., LIMITED
WINNIPEG



A Merry Christmas be Yours

If during the past year it has been our privilege to number you among our many grocer friends who have cashed in on the ever growing popularity of Marsh's Grape Juice, or whether you are one of those dealers who have still to learn the true selling value of this delicious product, we extend to you our sincerest wishes for a very Merry Christmas and a Prosperous New Year.



The Marsh Grape Juice Company

NIAGARA FALLS, ONTARIO

Agents: MacLaren Imperial Cheese Co., Ltd., Toronto. Rose & Laflamme, Ltd., Montreal



FEW are the years which have seen events of more far-reaching consequence than those of the past twelve months. Rarely indeed has there been greater cause than now to cry, "Merry Christmas"!

That the commercial trials and mental strain of not only one, but four years, may shortly be but a memory, and that even by means of these a path has been laid to greater attainment and prosperity in the years to come—is our wish, this Christmas of Peace and Victory, to each and every one of our friends and customers, to whom we once more extend the age-old greeting—

*A Merry Christmas
And
A Happy New Year!*



Swift Canadian Co.
Limited

Toronto Winnipeg Edmonton

Canada Food Board License Nos. 13-170, 171, 172

Every Week with the E. B. EDDY COMPANY OF HULL CANADA

Story for Week Dated Dec. 20, 1918.

Being No. 13 in the Series

On the Dumoine Lake, Where Eddy Company Logs are Cut



ALTHOUGH The E. B. Eddy Company's Organization is to-day one of the most modern, as well as one of the greatest of Canada's Industrial institutions, the very nature of the company's business necessitates the use of one of the oldest methods of transportation known to Canada—the birch-bark canoe.

The remarkably perfect "reflection-picture" given above was taken in the regular course of Eddy Company work on the Dumoine Lake where the lumber is cut for Eddy matches, paper, indurated ware, and other products.

In the canoe are Indians, and a cargo of provisions or other supplies. The Indians, besides assisting in the work of the Eddy Company lumbermen at the camps in the bush, do a good deal of trapping in Season. They are good hunters, and though as smokers, they with other hunters, may light their pipes often in dry bush country, the risk of bush-fire started by a dropped match is greatly lessened by their use of Eddy Company chemically self-extinguishing matches on the very spots where the lumber to make these excellent matches is being cut.



Light the
Christmas
Candles
With



Eddy's Silent 5 Matches

The E. B. Eddy Company

Wish You

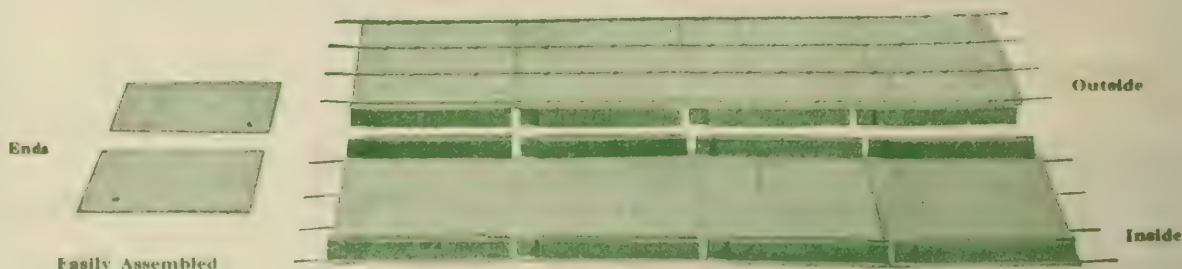
**A Merry
Christmas**

The Best Christmas Box

4-ONE

WIREBOUND BOX

(Famous for Economy)



VIEW SHOWING BOX IN KNOCK-DOWN

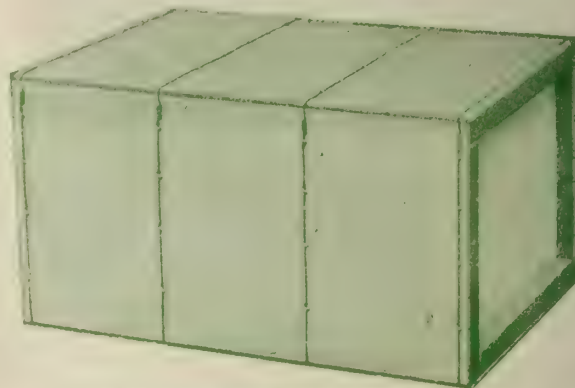
For packing your product at Christmas or at any other time there is no other packing case as **light**, as **strong**, or as **secure** as the 4-One Wirebound Box.

Its **Lightness** means a saving in Freight.

Its **Strength** guarantees goods arriving in good condition thereby eliminating claims.

Its **Security** protects contents against pilfering during transit.

Would you like us to send you samples and prices? State what size (inside measurements)—length, width, depth, and weight of contents.



VIEW SHOWING BOX READY FOR SHIPMENT

*Wishing You the Compliments
of the Season*

CANADIAN WOOD PRODUCTS
TORONTO LIMITED

Mr. Grocer --
You can win
bigger business with



BARNES GRAPE JUICE



Barnes is the kind of Grape Juice that satisfies the connoisseur — pure, sparkling, invigorating — every drop with that pure Concord Flavor that tickles the palate and creates the come-back sale for you.

Now with the demand for good temperance drinks is increasing, every good grocer should be stocked with such a certain seller as Barnes.

You can depend upon it to win the whole-hearted approval of your trade.

We wish you the Compliments of the Season.

**The
Ontario Grape Growing & Wine Mfg. Co.
St. Catharines, Ont.**

Christmas 1918



We have occasion indeed to be happy this Christmas—to be humbly grateful for the wonderful blessings of Victory and Peace.

May every Canadian Grocer and Grocer's Clerk enjoy the Festive Season to the full, and may their New Year swing wide the portals that lead to Increased Happiness and Prosperity.



The Acadia Sugar Refining Co.

Limited

Halifax

Canada

A MERRY XMAS





A PEACE
Christmas!
A Christmas
with the cause
of Liberty and
the rights of
man vindicated after
four years of herculean
struggle in which
Canada took a glorious
part!

SURELY this should be a
Happy Christmas in every
sense of the word. May each
and every one of you enjoy it
in generous measure and may
the dawn of 1919 but mark the
beginning of a New Year of
greater prosperity for you all.

W. G. Patrick & Co., Limited

Importers

Toronto, Montreal, Winnipeg, New York, Chicago

Thank You, and— A Merry Christmas!

For your patronage during 1918—
for the confidence you have shown
in Furnivall Methods and Furnivall
Quality—we sincerely thank you
and we cordially wish you a real
Merry Christmas and a New Year
that will break all records for suc-
cessful business.

May you continue to find Furni-
vall's Jams and Marmalade the
most dependable customer-pleas-
ers of all.

Furnivall-New, Limited

HAMILTON

AGENTS:—Ontario—MacLaren Imperial Cheese Co., Ltd., Toronto; H. J. Skyes, 736 Elgin St.,
Ottawa, Ont. Montreal—George Hodge & Sons, Ltd. St. John, N.B.—MacLaren Imperial Cheese
Co. Halifax, N.S.—MacLaren Imperial Cheese Co. Sydney, N.S.—A. E. Sheppard. Hamilton—
R. M. Griffith. Calgary, Alta.—MacLaren Imperial Cheese Co., Ltd. Edmonton, Alta.—MacLaren
Imperial Cheese Co., Ltd. Saskatoon—The H. L. Perry Co., Ltd. Manitoba—The H. L. Perry Co.,
Ltd., Winnipeg.

Canada Food Board License No. 14-167

If any advertisement interests you, tear it out now and place with letters to be answered.

Dule=tide Wishes

May this be a Merry Christmas for every Canadian Grocer—a Christmas full of the joy that every Canadian must experience in the sense of duty well accomplished during the world struggle that is now happily ended.



May you find in the future as in the past that "Quality" is the Best Policy—the Quality that keeps the demand for **Olive Butter**, and **Blue Seal Mushroom Cat-sup** always at the highest level.



E. W. Jeffress Ltd.

WALKERVILLE, ONT.

E. D. Smith's Greeting



Now that the grim shadow of War
has been lifted from the land, we
can enter with enthusiasm into the
true spirit of a real old-time Christ-
mas.

That you enjoy it to the very fullest
and that the future hold for you an
abundant share of happiness and
prosperity is the wish of

E. D. Smith & Son, Limited
WINONA, ONT.



A message of Appreciation and Esteem for your valued patronage coupled with a hearty wish for your Happiness this Christmas and your continued Prosperity in the coming year.

Let us all enjoy the real spirit of a Peace Christmas, confident that a New Year of unprecedented Prosperity is about to dawn on Canada.

S. J. Major, Limited

WHOLESALE GROCERS

Ottawa

-

-

Canada

Mr. Grocer!

Here are the goods you are looking for
Pure Spanish Olive Oil, put up in cans of all
sizes.

Olives, Queens and Manzanillas, put up in
pails of 7½ gals., 15 gals., barrels—49 gals.

Salad Oil in gallons, ½ gals., 1 qt. cans.

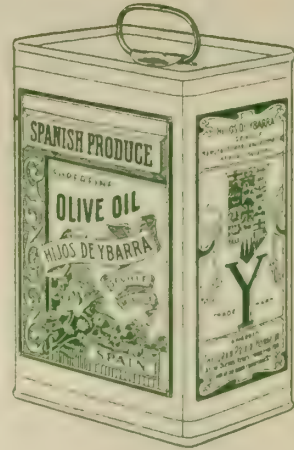
Romano Cheese

Macaroni

Tomato Paste

Peas and Beans, Imported and Domestic

French Peas, in cans, Petit Pois.



Write us for quotations.

Watch this advertisement each week.

ABOOSAMRA KOURI

Wholesale Importer of European Groceries

31-33 BONSECOURS ST.

MONTREAL

TOMATO CATSUP

AYLMER BRAND

A POPULAR LINE --- STEADY DEMAND --- PROFITABLE

GLASS BOTTLES

8 oz. 12 oz. 17 oz.

2 DOZEN TO CASE

GLASS AND STONE JUGS

1 GAL.

4 TO CRATE

THROUGH YOUR JOBBER OR DIRECT

DOMINION CANNERS LIMITED

HAMILTON, CANADA

Canada Food Board License No. 14-12



*The Toilet
Soap that
everybody likes*

You'll find Palmolive an easy seller

Palmolive Soap is the most popular toilet soap on the market today.

It will sell with scarcely an effort on your part because your customers are "wise" to Palmolive goodness.

And when you begin selling it, your efforts in this direction will be strengthened by our widespread newspaper and bill-board advertising.

Start the good work today. Get a trial supply and see it sell.

THE PALMOLIVE COMPANY OF CANADA, Limited
TORONTO

(911)

A Grocer's Advice



is often sought by his customers on such subjects as Poultry Feed. Knowing, as you do, that

PURINA
SCRATCH FEED
AND
CHICKEN CHOWDER

are GUARANTEED to make hens lay more eggs, it is your duty to recommend it.

Order from the mill or from our travellers

Price quoted promptly on request

THE CHISHOLM MILLING CO., LTD.
8 Jarvis St., TORONTO

Canada Food Board Cereal Mill License No. 4-198

"RING out the old, ring in the new"--the new Democracy that has arisen from out this great world war.

Rejoice! and let our rejoicing be a paean of prayer and thanksgiving that the Gods of Justice have brought success to our armies and prosperity to our country.

Stevens-Hepner Company, Limited, wish you happiness and prosperity. May your Xmas be a Merry one and your New Year contain all the happiness that "Peace" is bound to bring.

STEVENS-HEPNER CO.
LIMITED

PORT ELGIN, ONT.

Makers of "Keystone" Brushes and Brooms.



Milk used in Malcolm Milk Products comes from healthy cows pastured in one of Canada's finest dairy districts.

That Good Old Wish

A Right Joyous and Merry Christmas, a New Year replete with plenty, prosperity and happiness are the season's wishes to you from the makers of the popular Malcolm Milk Products.

Favorites everywhere these Canadian-made Milk Products will continue to merit your customers' approval because of their unimpeachable purity and goodness.



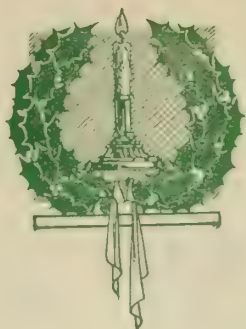
We deliver 5-case lots to any part of Ontario, Quebec, Maritime Provinces, paying freight charges up to 50c per 100 lbs.

The Malcolm Condensing Co., Limited

All-Canadian Condensed Milk Co.

St. GEORGE, - - - - - ONT.

Canada Food Board License No. 14-151



*That you may
enjoy a
Merry
Christmas
and a
New Year
Full of Prosperity
is the
earnest wish of
The
American Pad & Textile
Company*

Chatham :: :: Ontario



Conserve Labor!

Everyone possesses some degree of energy. That energy expressed is labor. Without labor the world would suddenly stand still. Production of any kind would be absolutely impossible. Humanity would perish.

Labor is, and will continue to be scarce. Labor is costly. Expenditure of labor through inefficient methods is a waste, not only of labor, but of time and money, all of which should be expended more profitably.

BOWSER
ESTABLISHED 1885
SYSTEMS
THE STANDARD ALWAYS



Figure 103.—Fastest one-gallon pump made.

for the storing and handling of oil will conserve

70%

of the labor necessarily expended by less efficient methods.

They also conserve:—

Time
Capital
Space
Machinery
Lives
Property
Material

BOWSER SYSTEMS ARE:

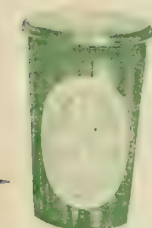
Leak-proof Dirt-proof
Loss-proof Evaporation-proof
Fire-proof Deterioration-proof

An inquiry carries no obligation whatever. Let us help you **CONSERVE LABOR.**

S. F. Bowser & Co., Inc.
TORONTO, CANADA

Sales Offices in all
Centres

Representatives
Everywhere



WE cordially extend to the Trade our very warmest wishes for a real old time Peace Christmas and a prosperous New Year.

In the future as in the past Anchor Cap Sealed Goods in Glass will help our customers to realize the good wishes which we extend.

ANCHOR CAP AND CLOSURE CORPORATION *of* CANADA, LTD.

50 DOVERCOURT ROAD, TORONTO



If any advertisement interests you, tear it out now and place with letters to be answered.



Xmas 1918

AT the close of one of the world's most eventful years, we take the opportunity of wishing our friends and patrons a joyous and bountiful Xmas and a New Year whose blessings will more than counteract the strain and suffering of those which are happily passed.

W. CLARK, LIMITED
MONTREAL

Canada Food Board License No. 14-216.



If interested tear out this page and place with letters to be answered.

PEANUTS

Write for
BEST CHINESE SHELLLED
OF ALL GRADES

JAPANESE "CHERRY"
BRAND UNSHELLED

WALNUTS

BEANS

RICE

*DIRECT IMPORTERS
FROM
THE ORIENT*

FUJITA & CO., LTD.

VANCOUVER, B.C.

Head Office: KOBE, JAPAN.

Branches: NATE, YOKOHAMA, SEATTLE, TIENTSIN and TSINTOW

THE SWEETEST BREAD

Will Win The Family's Favor

Ask Your Customers
When Making Bread
to Use — 20% of

RICE FLOUR

MOUNT ROYAL MILLING AND MANUFACTURING CO., LIMITED

MONTREAL, QUEBEC

VICTORIA, B.C.

Mrs. Particular says—

“I like **NO-VARY**
Quality Groceries.
They are always so
good”

This uniform goodness
of No - Vary Quality
Groceries is a mighty
fine asset for the deal-
er stocking them.



Repeat sales are the rule where No-Vary Products are concerned. And when you consider that there is a comfortable margin of profit on every sale and a satisfied customer as well you will perceive the advantage of always displaying and pushing these easy sellers.

Below we list the name of Wholesale Jobbers in Western Canada who handle No-Vary Always Good Products. Any of them will fill your order promptly. Write the one nearest you to-day.

Alexander Grocery Co., Ltd.....	Camrose, Alta.
Brandon Grocery Co., Ltd.....	Brandon, Man.
Camrose Grocery Co., Ltd.....	Camrose, Alta.
Medicine Hat Grocery Co., Ltd.....	Medicine Hat, Alta.
Moose Grocery Co., Ltd.....	Moose Jaw, Sask.
MacLean Grocery Co., Ltd.....	Regina, Sask.
Red Deer Grocery Co., Ltd.....	Red Deer, Alta.
Swift Current Grocery Co., Ltd.	Swift Current, Sask.
Simington Co., Ltd.....	Calgary, Alta.
Weyburn Grocery Co., Ltd.....	Weyburn, Sask.
Yorkton Grocery Co.	Yorkton, Sask.

No-Vary Products Co., Limited
WINNIPEG, CANADA

Merry Christmas Mr. Grocer!

And our wish includes you all—those of you who are prepared for the Christmas rush and for bigger business in the New Year through your Walker Bin Equipment as well as for those dealers who are still trying to squeeze "blood out of a turnip"—that is, make money out of a business handicapped with junk—lumber shelving and dust collecting counters. We wish you all a very Merry Christmas and a New Year filled to overflowing with the twin blessings of health and prosperity.



Full particulars of Walker Bin Equipment—plans, quotations, etc., will be mailed you on receipt of floor plans and particulars of requirements.

GROCERY WALL CASE COMBINATION X3

Section No. 41, 6 ft. Section No. 100, 9 ft. X3 spice 9 ft. 7 in. No. 100, 9 ft. long. Open No. 40 to order. Lower case 48 in. high, 18 in. wide top; Shelving 48 in. high, 10 in. wide; Bevel mirror in spice section 32 x 56.

Include in your New Year resolutions a resolve to enquire into the real merits of Walker Bin Equipment.

Walker Bin and Store Fixture Co.

Limited

KITCHENER, ONT.

OYSTERS AND FISH

Get in touch with me for

XXX Oysters
Smelts
Frozen Herring
Frozen Mackerel

Fish is the food of the moment.

EMILE PATUREL

SHEDIAC, N.B.

License No. 1-748.

Dole Bros. Hops & Malt Co.

BOSTON, MASS., U.S.A.

"SUPERIOR" BRAND HOPS

FOR FAMILY TRADE

They are carefully selected and packed for the Canadian trade, in cases of 10, 15 or 30 lbs. each, containing $\frac{1}{4}$, $\frac{1}{2}$ or 1-lb. packets.

R. E. BOYD & COMPANY

Agents for the Province of Quebec

15 STE. THERESE ST. - - - MONTREAL

DONALD H. BAIN CO.

AGENTS FOR THE CANADIAN NORTH-WEST



The First "Peace" Christmas Since 1913 Ushers in a New Era for the World and for Canada

We look to the new era with confidence. We believe in the future of Canada, in the humanity of our nation, which makes this a good country in which to live, and in the courage, adaptability, good sense and earning power of our people, which make this Dominion a safe and profitable country for trade and commerce.

To the grocers of Canada and their clerks we extend hearty, optimistic Christmas greetings and our sincere good-will. We hope you all will enjoy the holiday.

T. H. ESTABROOKS CO.

Limited

St. John	Toronto	Montreal
Winnipeg	Calgary	Edmonton



Tea
"is good tea"

*Lines that are
Always Popular—*

**ROBINSON'S
"PATENT" BARLEY**
and
**ROBINSON'S
"PATENT" GROATS**



Are you selling Robinson's regularly? You **can** sell them. Everywhere the Robinson lines have a reputation for quality that keeps stock moving and puts attractive profits in the cash drawer.

MAGOR, SON & COMPANY, LIMITED

191 St. Paul St. West, MONTREAL

30 Church Street, TORONTO

You'll find it profitable to sell
BEAVER BRAND
HAMS, BACON and LARD

These are superior quality products and your customers will buy them by preference after a first trial.

Make your provision department more productive by always showing Beaver Brand Hams, Bacon and Lard.

Ingersoll Packing Co., Limited
INGERSOLL, ONT.

If interested tear out this page and place with letters to be answered.

CANADIAN GROCER

Vol. XXXII.

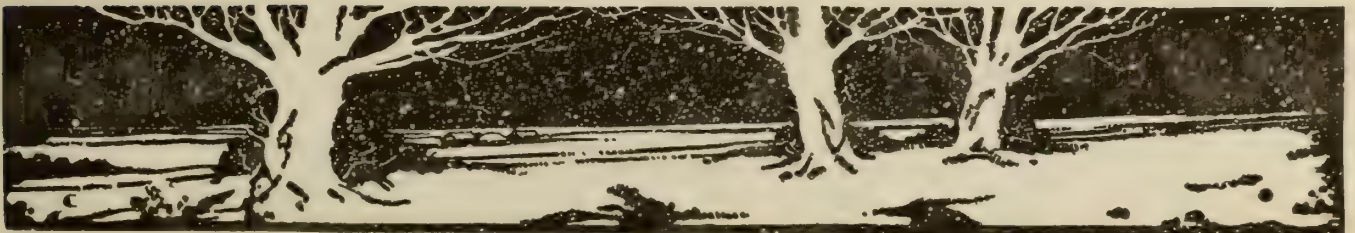
TORONTO, DECEMBER 20, 1918

No. 51

Christmas Without a Shadow

IN the years that are newly passed the Christmas season has been robbed of much of the care-free kindly customs that had grown up about the day. There were too many memories of other days, too many sore hearts in the world, the future was yet too uncertain, and the shadow of tragedy always at the door. The day was a day of rejoicing with trembling, and with that hope deferred that maketh the heart sick.

This year's Christmas dawns upon a happier world. The overhanging shadow of war is, it is to be hoped, a thing of the past, never to darken the world again. In many places the boys are coming home, and the place long vacant is again filled. And even where hearts are still turned across the seas, it is not now with that nameless dread of what the day may bring. The old sad days are passed, and the birthday of the King of Kings dawns free from shadow. Surely we have cause for thankfulness, and for making this the happiest Christmas of our lives.



Flour No Lower While Wheat Fixed

Set Price Lapses August, 1919—May Then Have Easier Prices—U.S. Price Set to April, 1920—Similar Action in Canada Would Entail Serious Financial Dangers

THE question as to what will be the trend of prices in wheat products is a vexed one at the moment. In the immediate future there is no possibility of change. The set price for Canadian wheat remains in force till August 31 next, which means that not until flour ground from the 1919 crop is available can there be any decline in costs, that will mean a material reduction in flour prices. As to what will happen after that there is a vast difference of opinion, some authorities prophesy material declines in wheat, but most are of the opinion that world conditions, and the accessible nature of the Canadian crop will assure a satisfactory selling price probably below the present figure, but, nevertheless, at a figure that will assure the producer a substantial return for his investment in money and labor. Even a moderate decline in wheat will have its effect upon the flour market, and so there is the possibility that when once the price set by the Dominion Government lapses, that flour prices will decline, but not before.

The one outstanding fact in the situation at the present moment is the action of the United States in setting the price for wheat at \$2.26 until June, 1920. When this action was taken there was created a problem for Canada that will need careful consideration if the danger of a possible low production is to be met without a dangerous financial strain being laid up on the Government, with the country to the south guaranteeing the price at war figures, and with conditions gradually returning to a peace basis, what action will the Canadian Government take? Will there be an attempt to bolster up production by following the example of the United States? Or will there be a return to the normal situation where the matter of supply and demand will establish the price?

Opinion of Millers

As far as the Canadian milling experts are concerned the general opinion appears to be that any attempt to set a price on a parity with that set in the United States would be to undertake an enormous financial burden. To the United States Government the course taken means the outlay of millions of dollars, and there is no likelihood that the obligation will be enlarged by permitting other countries to dump stocks on their markets. On the other hand the United States is not, first and foremost, an exporting nation. Estimating the coming crop at say 900,000,000 bushels, the first demand will be for home consumption, an item of some 600,000,000 bushels. For this the con-

sumer will have to pay on a line with the \$2.26 set price. It may mean higher prices for flour and bread than in other countries, but will not entail desperate hardship. On the 300,000,000 bushels available for export the United States Government may have to pay the difference, whatever that may be, between the world market price, and the set price. This would be recouped in taxes.

Canada is first and foremost an exporting nation. It is possible that next year there may be a Canadian crop of about 300,000,000 bushels. In rough figures Canada will consume about 40,000,000 bushels of this and reserve approximately the same amount for seed purposes, leaving approximately 220,000,000 bushels for export. If the Canadian Government were to follow the example of her neighbor with the idea of encouraging production, it would mean that she must be able to pay the difference between the world market price and the set price on 220,000,000 bushels, or in other words, assume with a population of something under 8,000,000 people and limited financial resources practically the same obligation as the United States assumes with a population of 110,000,000. The financing of the next season's crop in the opinion of representative milling officials would entail the financing of the entire crop, which would involve the employment of roughly \$600,000,000.

Readjusting Prices

That there will be a downward trend in wheat prices is not doubted in milling circles. Remove the restrictions to-day, said one miller, and May option wheat will be selling in Chicago and Winnipeg at \$1.50 a bushel. The general world situation, in the opinion of the millers, precludes the possibility of a \$2.26 figure for wheat justifying itself as a market figure for next season's crop.

There are substantial stocks of wheat for export in Australia, Argentine, India and Egypt. Moreover, there are large reserve stocks in allied countries; while England and France have enormously increased their home production. It is conceivable that there may be a falling off in this latter item under changed conditions, but unquestionably there will be a heavier production than in pre-war days. Just what they will be willing to pay is a matter in dispute, but there is little difference of opinion among the millers that any suggestion of a set price must be based on a known market figure, and not on the precedent set by the United States.

The great fear is that a failure to set a price will decrease production.

Canadian prosperity is unquestionably largely built up on the success of the wheat crop, and the prices obtained. It could only be a false prosperity, however, that could be built on prices bolstered by Government bonus. It would merely be a matter of taking the money out of the pocket of the average citizen and putting it in the pocket of the wheat producer, with no tangible gain to the country as a whole. Sound business does not recommend a higher price to the farmer than the best which can be obtained in the consuming market.

The World Supply

Egypt, Argentine, and particularly Australia, have pretty large accumulations of wheat which could not be transported during the war time, but which they will be anxious to put on the market at the earliest opportunity. Australia has several hundred million bushels of her old crop, and already forty million bushels of this have been offered for sale at \$1.10 per bushel. Even with the freight added, this could be placed on the Liverpool market at a price considerably lower than that now prevailing. Great Britain and France are negotiating with the Argentine for the purchase of supplies, the Argentine Government agreeing to establish credits for this purpose. The supply there available for export is estimated at around two hundred million bushels. In Canada and the United States there is a surplus available for export of about 350,000,000 bushels. Leaving out Russia, we may see Europe get back to production very rapidly.

When we take into consideration the large amount in addition existing in the shape of flour, and the fact that further large crops will be on the market before shipping accommodation in any large quantity can be secured, it is obvious that Europe's normal average demand of less than five hundred million bushels is already visible.

SARNIA, ONT., SETS PRICES

Robert Hamilton and Alex. Crosbie, who were appointed a fair price commission by the city council, Sarnia, Ont., have decided on a schedule of prices, and any seller asking more than the listed price is liable to punishment. Considerable complaint has been heard for some time about the high prices of produce of different kinds on the city market. Under the new regime the price decided to be fair will be posted prominently in the market place and anyone asking more will be liable to prosecution.

Consumers Association Comes to Life

Windsor, Ontario, Concern Once Again Makes Bid For Business, Despite Cancellation of License—Food Board Will Investigate

Windsor, Ont., Dec. 18.—H. Martin, manager of the Consumers' Association, Windsor, Ont., is still in business, and assures your representative that he is doing a brisk business. His premises are open, and he claims his license, cancelled by the Canada Food Board, is all right again, as he was only restricted from doing business for the duration of the war.

THE CONSUMERS' ASSOCIATION of Windsor, Ont., that was closed some months ago by an order of the Canada Food Board, because of certain infringements of the rulings of the Board relative to the advertising of sugar, is once again, according to reports, doing business in the old way. The literature sent out by the Association is the same as of old, except that the circular that brought them under the disfavor of the Board has been omitted and in its place appears a small "Special Notice" reproduced herewith. The reorganized methods and the new features do not appear on the face of the literature that is again being spread broadcast.

The concern is again advertising through its agents in different localities, though in a more modest way than formerly, for instance, the following from the Brighton, Ont., "Ensign," of recent date:

Consumers' Association
of
Windsor, Ont.

Will effect you a considerable saving in purchases of all lines of merchandise. For particulars enquire of the branch manager,

Peter Barrager,
Brighton

Want ads. asking for ladies to fold circulars, appearing in the "Border Cities Star" of recent date signed with the name of the Consumers' Association

were another indication that the irrepressible manager of this concern, who has on various occasions had to desist from business because the Post Office or the Canada Food Board did not see eye to eye with him regarding the methods adopted in his business, is back in business again. The Windsor representative of CANADIAN GROCER informs us that the gentleman in question is to be seen regularly about the premises that bears the name, The Consumers' Association, and that there are signs of activity to be noticed.

A report from CANADIAN GROCER'S Ottawa correspondent, who interviewed Mr. Thomson, the chairman of the Board, on the matter, states that the cancellation of the license of this concern was operative until the end of the war, and that there was no thought of removing these restrictions.

The manager of the Consumers' Association evidently took it for granted that the war ended with the signing of the armistice and decided that there was no reason why he should not be in business again. When the attention of the Canada Food Board was drawn to the fact that this concern was once again in business, they expressed themselves as surprised and stated that they would at once look into the matter from which it may be presumed that the concern will not remain open for long.

URGE PROVINCIAL ACTION IN TORONTO POLICE STRIKE

Representatives of the Manufacturers' Association, Board of Trade, and Retail Merchants' Association of Toronto, waited upon Premier Hearst of Ontario on Wednesday of this week with a view to getting some action tending toward a settlement of the Police strike that is endangering the city's interests. W. C. Miller represented the Retail Merchants' Association.

MILLERS WILL FOSTER EXPORT BUSINESS

Association Suggested to Act for Millers in Disputes With Railways and to Look for Export Business

A meeting of the millers held recently in Toronto under the chairmanship of W. A. Black of the Ogilvie Milling Company. One of the important matters dealt with at the meeting was the discussion of a plan to organize a National Association of Millers for Canada, similar to the organization in the United States. It was urged that some such step was necessary if Canadian millers were to make an aggressive bid for export business, which was necessary if the industry was to expand, and if wheat offals were to be retained for the cattle producers of Canada.

It was also urged that some central authority was required to deal with such matters as differences of opinion with the railways on matters of freight rates. A committee was appointed to get in touch with the National Milling Association of the United States, and to learn something of its organization and methods of operation, this committee to report at some later date.

CHATHAM, ONT., ORGANIZES R.M.A.

A Retail Merchants' Association of Chatham was organized at a representative meeting of business men held in the Chatham Club auditorium recently, following the lecture by Frank Stockdale, expert commercialist. Steps will be taken to draw up the constitution of the Association, and for arranging for the association to become affiliated with the provincial and Dominion Boards.

W. M. Foreman is president of the Association for the year. Other officers elected were: First vice-president, Ed. Wanless; second vice-president, George Cowan; secretary, F. W. Bridgen; treasurer, James Gray. The executive which consists of twelve members, representative of the various lines of retail business in the city, is as follows: Messrs. W. J. Easton, Wilfrid McCorvie, T. W. Poile, Mr. Waterhouse, Mr. Palmer, C. Austin, C. D. Sulman, E. C. Brisco, W. A. Hammond, Roy Boyce, Richard Lowe and Charles Gunn.

TOO MUCH WATER

A packer of maple syrup was fined \$70 and costs in Toronto Police Court on Monday for selling syrup marked "pure maple," which did not come up to the standard defined by the Government. The prosecution was conducted by H. J. Dagar, food inspector, who made the purchase. The analysis showed an excess of water. The firm was Maples, Limited. Regulations governing maple syrup do not permit the use of the word "maple" on the label unless the syrup is pure maple within the terms of the standard set.

SPECIAL NOTICE

We take great pleasure in announcing to both our Old and New Members that The Consumers' Association having reorganized its methods and having added new features to its plans is now in a position to give Greater Bargains than ever.

We have positions open for Good Live Men and Women in all localities and you will find our Special Offers enclosed.

THE CONSUMERS' ASSOCIATION.

SHOW CARD WRITING

By R. T. D. EDWARDS

CHRISTMAS show cards are at present an absorbing topic of interest to those in charge of producing show cards for the large or small store.

The large departmental stores through Canada and the United States are busy putting Christmas cards on their counters and in their windows. One of the large Toronto stores has already put into use many thousands and before the Christmas season has advanced much farther, the quantity will be increased to double. feeling must be supplied to encourage early shopping. Prettily designed Christmas cards are what remind and keep reminding the customer over and over again that the gift season is again at hand.

For Small as Well as Large Stores.

The small store, too, should follow the big store's examples and get their Christmas cards on their merchandise and in the window displays.

The principle used by most large stores is to adopt one special design and carry it out through the interior of the store. This design is used also in the show windows at intervals with other special Christmas show cards designed by the cardwriter.

In the majority of cases the Christmas cards for the interior are either of a printed or lithographed design and from two to four color work.

For the smaller store, very attractive designs can be worked up with the air brush by using stencil or lithograph, or printed cards can be bought from supply houses.

But the window card for dainty Christ-

Catchy Card Phrases

For the Orange Display --

Sweet and Juicy

Delicious for After-Dinner

*It Wouldn't Be Christmas
Without Oranges*

For the Window--

A Gift Worth While

*Everything for the Christmas
Dinner*

*Get Your Christmas Baking
Materials Now*

For the Nut Display--

Fresh and Meaty

*Children Look for Them in
the Stocking*

*Nuts Are Wholesome--Eat
Plenty*

mas displays, both for large and small stores, must be made by hand.

Change Cards Frequently

First of all these cards must be original. They should be changed every few days, just as the window trimmer changes and decorates his windows. They should be made in series and the change from one style to another should be made all at one time.

Stick to daintiness in show cards. Don't plaster the card all up with design and lettering. We are offering two suggestions of what we think are quite good enough, even for the best Canadian stores.

They are exceedingly neat and good looking and they would add much to a Christmas display.

They are made with a mat bound background with a deckled edge cover paper, panel in the centre. The edge is deckled by hand with a small pair of scissors and is nothing more or less than an uneven or rough edge.

The dark background card is made of dark green mat board with a buff centre panel of heavy cover paper. Cover paper can be procured from wholesale paper houses in any color or finish desired. The top two corners only are stuck and the rest of the paper hangs loosely against the cardboard.

The card with the dark panel is after the same order as the other with exception that the background is a buff mat board and the centre panel is of medium grey.

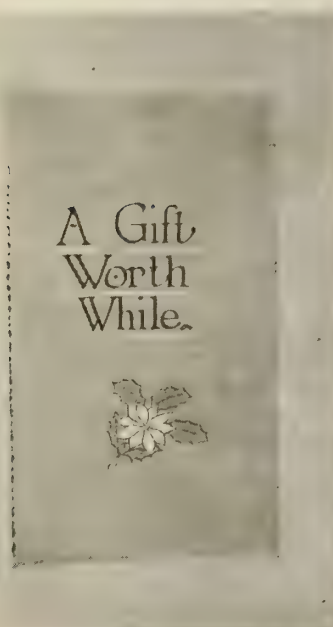
Many other color combinations can be

worked up with good effect. Dark green background with pale green or white centre, white ground with pale green centre, buff ground with white or pale green centre are only a few of the many attractive color combinations.

The drawings and lettering on these cards are made with pen and black waterproof ink. The drawings are colored with transparent water colors in greens and reds. The lettering is made with a No. 2 round writing pen nib.

There seems to be an idea prevalent among those who have newly broken into show-card writing that to become a proficient card-writer they must possess an air brush; and that through its use is the only way to make what they term a really attractive and high class show-card. Now I want to explode that theory, although it must be understood that the air-brush is an excellent tool for show-card work. Also, it has been the means of making thousands of very poor show-cards, show-cards which are an eyesore to any display on which they are used.

In Toronto you can see air-brushed cards in some Yonge street stores which you can hardly read owing to the large amount of highly colored inks sprayed in them with the air-brush. There is poor judgment both on the part of the maker and on the part of the merchant for showing them there. Cards like these tend to repel rather than attract customers. The whole trouble lies in the inexperience in the proper handling of the air-brush. All amateurs should learn how to letter properly, how to make show-card designs and the proper combination of colors before attempting to make air-brush show-cards.



Saving Waste Paper Profitable

Market Conditions and Matter of Saving Are Queried—The Element of Fire Risk—What To-day's Prices Show—How Dealers Clubbing Together May Help

AN inquiry coming to hand this week re waste paper, will be of interest to more than the individual merchant who puts forth the queries. There have been two questions asked which read as follows:

- 1.—How will the market for waste paper be in the future?
- 2.—Will the price be worth the trouble of saving it?

Question No. 2 and Fire Risk

First of all it might be well to touch on one phase of the situation which should not be overlooked. It will probably help answer question No. 2, that is the question of fire risk. Baled waste paper will not burn—it may ignite and smoulder away slightly, but it is really in such shape when baled that it does not burn easily. This should mean the elimination of one item of fire risk—loose paper lying around and ready to spring into flames from the spark of a match carelessly discarded.

There is another point. The dealer has to get rid of his waste paper under any consideration, and probably burning is the method adopted. This means labor and careful watching—the baling and shipping of waste paper will not involve any more, if as much, labor.

What To-Day's Prices Show

And now the actual question—will the price be worth the trouble of saving it? The trouble end of the question is probably covered in the paragraph above. The price to-day is \$10 per ton f.o.b. Toronto. The price has been higher and it has been lower, the law of supply and demand covering the operations of the market on waste paper as in every other marketable commodity.

What Net Returns to Expect

Taking \$10 as the f.o.b. Toronto price then, and estimating freights from Port Hope, a point 60 miles away, and Trenton, a point 100 miles away. Carload rate from Port Hope is 11½¢ per 100 pounds on waste paper, or \$2.25 per ton. From Trenton the rate is 14½¢ per 100 pounds, or \$2.85 per ton. That means to the dealer selling \$7.75 net per tons from a point 60 miles away, or \$7.15 net per ton from a point 100 miles away. A minimum carload is 24,000 pounds.

How Dealers Clubbing Together May Help

You may say that you are attempting the impossible to fill a car. Get together with eight or ten of your fellow merchants, hardware, dry goods, men's wear, or stationers. If each one save a ton in two months' time that would mean six carloads a year for a net return to the merchants of from \$85 to \$93

per carload—really found money. There are few grocers who make much on sugar. There are few hardware merchants who make much on wire nails—why then not make a little on waste paper? Cut down your overhead, eliminate the little leaks which mean the difference between a really profitable business and one which is just making a living for the merchant?

Seeds to Sell in 10c Packages

The 5c. Package a Thing of the Past—Idea to Develop a Standard Package—Reasons for High Price of Seeds

FROM information available to date it is understood that a higher selling price has become necessary on seeds and all Commission Packets will be sold at 10c per packet during the coming season. It is understood that the Seed Commissioner at Ottawa has been anxious to have the Canadian Seed Trade adopt a standard packet and this idea will be conformed with. It is stated, however, that the new packet will contain considerably more seed than at former prices.

Price Will Remain High

Prices of high grade seeds will remain high for the coming season, but it seems evident that there will be sufficient for all. In the staple varieties of vegetable seeds there will be no shortage. England and France have been able to send fair quantities of all kinds of garden seeds. United States growers have extended their operations and Canadian grocers are also branching out. From Denmark shipments during the past two years have been prohibited. The finer sorts have come from this source, the Danish growth being an advanced process, cauliflower and cabbage being two vegetable seeds in great demand from this market. It seems possible that there may be a limited quantity released for coming season's requirements and upon which the Danish Government are setting values. The prices will be high.

Holland has not been the factor in supplying seeds during the past two or three years which she formerly was. One dealer reported receiving a shipment last August which was due the preceding December, or one year ago now. It is believed that few, if any, orders are now placed in Holland awaiting shipments.

Some Embargos in Force

It is indicated that the United States Government has placed an embargo on the export of clover seed and whereas there is a fair supply available, unless there is some modification of this embargo there may not be sufficient to

Waste Paper Subject to Market Conditions

The first question, "How will the market for waste paper be in the future?" may be answered briefly by saying that this commodity is marketable the same as any other, and as such is subject to market conditions—in other words, supply and demand. Figures show that best marketing periods are from March to June, and September to December, these being periods on which greatest activity is shown in nearly every line of business. It would appear reasonable to expect that the market for waste paper will prove quite satisfactory and worth small amount of time involved in baling and shipping.

meet the requirements of the trade. There would appear to be plenty of alsike available.

Factors Contributing to High Price

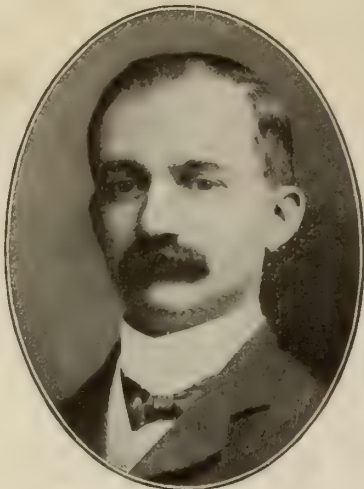
There have been many factors contributing to the present high prices of seeds. The past season was an unfavorable one for growing in both England and France, where the bulk of the seed is grown. Added to this was the smaller acreage allotted to the growers. The price of cereals has been very high and garden seeds naturally react upward as a reflection of this condition.

Handling charges are very high, the labor which goes into the testing, packing and distributing representing a considerable percentage of the ultimate cost. The package has increased materially, too, paper, lithographing and printing adding their quota to the higher cost.

The seeds themselves are very much higher, vegetable seeds ranging from twice to ten times pre-war figures and there is no indication that much lower values will be possible for a long time to come. Most certainly the coming season will not witness any decline in prices and beyond that indications are that lower levels will come gradually.

REGULATION OF ENGLISH APPLE IMPORTS

The British Government, in its order permitting the import of apples, a series of maximum prices state that the wholesale price of 6¼d. per pound contemplates sale by licensed importers at prices not in excess of the following: Barrels of 112 pounds from Nova Scotia, 58s. 4d.; Canadian, Virginian, and western apples in barrels of 130 pounds, 67s. 8d.; boxes of a net weight of not less than 38 pounds from British Columbia and the Pacific coast, 19s. 9d. A maximum price of 56s. per hundred-weight (112 pounds) is fixed for any variety of apples sold otherwise than in barrels or boxes, as indicated above.



E. M. TROWERN

Trade Regulation

by Order-in-Council

Must Be Abolished

By E. M. TROWERN, Ottawa

Secretary Dominion Board
The Retail Merchants' Association of Canada

IN view of the fact that the Government Order-in-Council No. 2461, which was passed on October 8th, 1918, and which amended a similar Order-in-Council No. 2777, passed on the 10th and 20th November, 1916, relates to the operations of the retail trade throughout Canada, as well as to manufacturers and wholesalers, it will, no doubt, be of interest to the trade and to the public to know some of the salient points of the said order, together with some comments upon the same.

The above Order, as far as necessities of life are concerned, repeals section 498 of the Criminal Code, which was placed upon the Dominion Statutes some years ago by the members of the Commons and the Senate, and which has always contained some very contentious and complicated clauses. It, however, contained some safeguarding clauses which have been entirely brushed aside in the new Order-in-Council, and new clauses have been introduced that are not only absolutely unfair, but which are also unworkable.

On the face of the Order-in-Council, it can be seen at a glance that those who conceived the idea had very little, if any, knowledge of the many great commercial problems that those who have been, or are, practically engaged in trade, are familiar with.

The objects to be reached by the Order are, therefore, dense and clouded, and the legal drafting is fully in keeping with the objects. It would be impossible for any lay mind to take up the Order and explain it clause by clause, as the objects sought are surrounded by so many exemptions and contradictions that if by any chance its operations should entangle any person or company, and they should find themselves before the Supreme Court, the Judges could never give a clear ruling on the Order, but they would be compelled, if they did not dismiss the case, to base their judgment on the evidence in the case presented to them, rather than on the Order itself, as we are quite certain that its

complications and contradictions would confuse and mystify even that learned body.

The Order starts out in the usual way and defines the meaning of the words "Council," "Minister," "Necessary of Life," "Municipality" and "Person." Its operations are placed under the Minister of Labor, but for what reason it does not explain. It then sets forth some outwardly very drastic clauses, which, to the uninitiated, would look as though those who drafted it were so thoroughly in earnest to trap all evil doers, and protect the "general public"—whatever that may mean—that the draftors were inspired with the highest of motives for the public weal. To those who have not had an opportunity of reading these famous clauses, which also appeared only in somewhat modified form in the old Act, we take the liberty of quoting them:—

(1) No person shall conspire, combine, agree, or arrange with any other person—

(a) to limit the facilities for transporting, producing, manufacturing, supplying, storing or dealing in any necessary of life, or

(b) to restrain or injure trade or commerce in relation to any necessary of life; or

(c) to prevent, limit or lessen the manufacture or production of any necessary of life, or to enhance or maintain the price thereof; or

(d) to prevent or lessen competition in the production, manufacture, purchase, barter, sale, transportation, insurance or supply of any necessary of life.

If these were the only clauses in the famous Order, we might well stop and ask ourselves, "What is there left for us to do? How can we do any business of any kind without 'agreeing,' 'limiting,' and, if necessary, 'enhancing,' 'arranging,' 'maintaining,' 'preventing,' 'dealing,' etc.?"

To Satisfy Public Demand

On the face of it, it certainly looks like a very serious undertaking by those who framed it up, but upon close observation it is the most beautifully camouflaged piece of legislation that has ever been handed out to the public, and we will not be at all surprised if those who are capable of exhibiting it in its true light before the Senate and the House of Commons, will present it effectively when the proper time comes, and, if they do, it will certainly make an interesting subject. Any legislation that is framed up to attempt to satisfy what is often termed the "public demand," but which is really done for the purpose of "vote catching," usually ends in disaster to those who framed it up, as well as to those to whom it was made to apply.

It requires no great commercial ability to understand that the foundation for the price of all articles that are manufactured or produced is based on the value of labor. Capital is merely "accumulated industry" or the tools which labor uses. If the price of labor goes up raw material must go up, and if raw material and labor advance the article produced must advance, and the result is that the manufacturer must charge more, and consequently the wholesaler and the retailer must charge more, all of which must come out of the consumer in the end. It must always be remembered that the service rendered by the distributor, either retail or wholesale, is as equally necessary and valuable as the service rendered by the laboring man or the manufacturer or producer. Notwithstanding these simple facts, those who framed this famous Order allowed the following clause, which was put in the old Act possibly for political purposes, to remain in the Order:

"(2) Nothing in this section shall be construed to apply to combinations of workmen, or employees for their own reasonable protection as such workmen or employees."

Class Legislation

The reason for its insertion is self-evident, but its justification cannot possibly be defended by any person whose intentions were fair and honest, and we feel quite sure that there is not one labor union in Canada, or an officer of a labor union in Canada, who would defend class legislation of this character. There is no doubt whatever that the officers of the labor unions could see the absurdity of the whole measure, and they asked to be left out of it, as they knew that it would only cause trouble and confusion. We compliment them upon their ability to escape from the entanglements into which they would have become involved had they been made a party to legislation of this character.

In simple English, it means that workmen of all sorts are allowed to meet, agree, combine, conspire or arrange among themselves or with any other person or corporation to increase prices, or strike or demand anything they want, but if those who manufacture or distribute their product do the same thing they can be fined "not exceeding five thousand dollars," or be imprisoned for a term "not exceeding two years." And all this is done in Canada, the land of the brave and the free.

Still Further Exemption

Not being satisfied to exempt workmen or combinations of workmen, the framers of this wonderful piece of legislation finally discovered that there was another important class in the community which is just beginning to make itself felt—the farmers and the gardeners—and after inserting clause (2), which reads as follows:

"(2) Every person who holds or offers for sale, or sells or provides or furnishes for consumption at a price, whether upon the premises which he occupies or not, any necessary of life, shall sell it or provide or furnish the same for consumption as aforesaid, at a price not higher than is reasonable and just." They then insert the following:

"(3) Provided, however, that this section shall not apply or extend to any accumulating or withholding by any farmer, gardener, or other person, of the products of any farm, garden, or other land cultivated by him";

Remember, these two clauses do not appear in the old Act, as the only exemptions in the old Act are given to labor unions, and this Order is supposed to give those who administer the Act wider powers during the war so that they can protect the public more fully than they were protected.

Only Retailers, Wholesalers and Manufacturers Affected

Having, therefore, exempted the working men and labor unions, and the farmers and market gardeners—the only persons to whom it applies are the retailers, the wholesalers and the manufacturers. It could not have been intended for the professional classes, as the medical men held a meeting a few months ago and they combined and agreed among themselves to increase

their professional fees, and by unanimous consent they did so, notwithstanding that their class is not mentioned as one that is exempted.

As another example, the legal profession of Ontario, through their Association, waited upon the Premier of that province, the Honorable W. H. Hearst, according to the press reports, and stated that they were unanimously agreed among themselves that they were underpaid and that they required more money. Their request was considered and the Government of the Province of Ontario, mark you, consented to their demands, and up went their prices twenty per cent., notwithstanding this famous Order.

A short time ago the newspapers throughout Canada, with few exceptions, found that they were losing money. They met and considered their troubles, and they ended them very rapidly by increasing the price of their papers one hundred per cent., and some two hundred per cent. We have heard of no prosecutions, nor are we likely to.

The doctors, the lawyers, the newspaper proprietors, the farmers, the gardeners and the working men are exempt from the law, but if the retail merchant is suspected of even discussing the advisability of getting more than cost for selling milk, bread, butter or other perishable necessities, as well as gasoline, he is pounced upon and dragged before a special "Fair Price Committee," who are not required to have any special knowledge whatever of the retail trade, or the many difficulties that surround every retail merchant in Canada at the present time.

The Fair Price Committee

The "Fair Price Committee" consists of two or more officers of the municipality, and they are to be appointed by the municipal council. Their names must be submitted to the Minister of Labor. The Council must then instruct them as to what articles they want the said Committee to investigate, and this implies that the said municipal council must have evidence beforehand as to the reason why any retail merchant or other person should be brought up and ordered to be publicly examined.

In our opinion, we consider that in order to be perfectly fair the municipal council of any municipality should be prepared to not only pay the expenses of all those whom they order up for examination, but in the event of any charge being made against a retail merchant and it proves to be false, the said council should be prepared to reimburse the retail merchant for not only the loss of his time, but also for the loss and injury to his reputation. No provision is made for this in the case of a retail merchant, notwithstanding that other classes have been exempted.

Only Retailer Cannot Escape

The camouflage, however, is not yet complete. If the "Fair Price Committee" suspects that any manufacturer has raised the price of his commodities through combination with his fellow manufacturers, or otherwise, and the

happens to live outside of the municipality in which the "Fair Price Committee" have jurisdiction, the manufacturer cannot be compelled to appear and give evidence. Wholesale grocers and wholesale produce merchants living outside of the municipality are also beyond the control of the "Fair Price Committee," but retail merchants cannot escape.

Can anyone consider legislation of this discriminatory character either wise or fair, and is it not a sad reflection upon the ability of Canadians, who should be anxious to show to the world the wisdom of the legislation they enact? It is quite true that legislation of the above character might appear upon the Statute Books of the United States, or in some foreign countries, but that is no reason why it should appear upon the Statute Books, or in Orders-in-Council, in Canada, and we sincerely hope that it will soon be removed, as it is certainly unworthy of having a place on the records of the Dominion.

Not content with amending the old Act, Section 498, but whether designedly or not, the following words have been inserted into this famous Order, "or maintain the price thereof."

Attacks Resale Price

In simple English, this means that no manufacturer can now sell his goods on the price maintenance or resale plan; if so, he will immediately come under the provisions of this Order and be liable to the penalties attached. This provision will affect all manufacturers of cereals, patent medicines, musical instruments, automobiles, fountain pens, watches, and a host of manufacturers in hundreds of other lines of trade, and the result will be, when the true meaning of this amendment is made known, that the commercial classes of Canada will arise in their might and demand that this Order-in-Council and all similar class legislation be removed entirely.

No Prussianism in Canada

We all rejoice exceedingly that we have succeeded in securing a glorious victory by defeating the Germans, and thus destroying "Prussianism" in Europe. We must now watch very carefully that Germany's vicious doctrines do not creep into the Government or into the commercial life of Canada. Our boast is that our courts in Canada are above suspicion, and for this we all rejoice, because we know that the poorest citizens, when the evidence is presented, have the same equal chance as those of the greatest wealth. The people, however, make the laws; the duty of the courts is to administer them. Let us make laws that are worthy and sane, and which will not reflect upon the good judgment of the people of Canada, and which do not discriminate as between one class and another.

What are the powers under this famous Order? Can the Minister of Labor, the municipal committee, the "Fair Price Committee" or the Canada Food Board, order that retail merchants shall cease doing business, or do business at a loss,

Continued on page 49

CANADIAN GROCER

MEMBER OF THE ASSOCIATED BUSINESS PAPERS
ESTABLISHED 1886

The Only Weekly Grocer Paper Published in Canada

JOHN BAYNE MACLEAN - - - - President
H. T. HUNTER - - - - Vice-President
H. V. TYRRELL - - - - General Manager

THE MACLEAN PUBLISHING COMPANY, LIMITED

Publishers of Canadian Grocer, Hardware and Metal, The Financial Post, MacLean's Magazine, Farmers' Magazine, Dry Goods Review, Men's Wear Review, Printer and Publisher, Bookseller and Stationer, Canadian Machinery and Manufacturing News, The Power House, The Sanitary Engineer, Canadian Foundryman, Marine Engineering of Canada.

OFFICES

CANADA—Montreal, Southam Bldg., 128 Bleury Street; Telephone Main 1004. Toronto—143-153 University Ave.; Telephone Main 7324. Winnipeg—1207 Union Trust Bldg.; Telephone 3449.

UNITED STATES—New York—R. R. Huestis, Room 620, 111 Broadway, New York; Telephone 8971 Rector. Chicago—A. H. Byrne, Room 900, Lytton Bldg., 14 E. Jackson St., Telephone Harrison 1147. Boston—C. L. Morton, Room 733, Old South Bldg.; Telephone Main 1024.

GREAT BRITAIN—London—The MacLean Company of Great Britain, Limited, 88 Fleet Street, E.C. E. J. Dodd, Director, Telephone Central 12960. Cable Address, Atabek, London, England.

SUBSCRIPTION—Canada, \$3.00 a year; Great Britain, South Africa and West Indies, 12s. 6d. a year; United States, \$3.50 a year; other countries, \$4.00 a year. Single copies, 10c, invariably in advance.

PUBLISHED EVERY FRIDAY

Circulation of Canadian Grocer has been audited by the Audit Bureau of Circulation. Copy of report will be sent to anyone interested.

Vol. XXXII. TORONTO, DECEMBER 20, 1918 No 51

THE CHRISTMAS WINDOW CONTEST

DO not let the matter of entering your Christmas window in the CANADIAN GROCER'S Christmas window contest slip your mind. Arrange to have that photo taken early this week before the display is disarranged. It can be taken best at night, or early in the day, and will consequently in no way interfere with its effectiveness. Look after this matter at once.

THE PASSING OF THE RESTRICTIONS

ONE by one the restrictions on the use of so many products, that have made the life of the grocer one of trial and tribulation, are passing. All restrictions on the use of wheat or wheat products are ended, and on Jan. 1 the last limitation on the use of sugar will be withdrawn. There are still some limitations on the use of fats but these do not affect the grocer quite so nearly. The time is coming when the need for regulation in the grocery business will be a thing of the past. Under the abnormal conditions of war, it has been a useful and necessary regulation, but at the best it is a sad necessity. The more untrammelled business is the better it is for everyone, and it is to be sincerely hoped that the days are shortly coming when all regulations that obstruct the natural operation of business will be a thing of the past.

NO SIGN OF LOWER PRICES

THERE is no indication yet on the horizon of declining prices. A few minor lines are showing slight declines, but by far the larger number

of grocery lines, and these the lines of major importance, are holding firm, while in very many cases there are indications of sharp increases in price. The depletion of world stocks is a far larger factor in maintaining prices than many merchants are prone to realize. Storehouses are empty, and the stocks that formerly filled these warehouses to overflowing to take care of any sudden and unexpected demand must be replaced, and until they are replaced there will be no material price declines. It is a large task, not only to supply the everyday requirements of a hungry world but to lay up substantial reserves against an evil day, and it is a task that cannot be completed in a week, or a month, or many months, and the merchant who is waiting for declining prices, has a long, long wait ahead of him.

THE FAIR PRICE BOARDS

THE Order-in-Council recently made public empowering municipalities to appoint fair price boards, is giving quite a lot of amusement to the members of the board appointed, but is doing little to lower the cost of living. The legislation in question was by the way of being a passing of the buck to the municipalities, the Government having a pretty fair idea that there were more kicks than compliments to be gained by any attempt to set prices.

The result of the various efforts so far have proved their judgment to be good. The Fair Price Board sets prices on the farmers' products, and the farmer pays no attention to the regulation. Then it is naturally the move of the Fair Price Committee, but the farmer enjoys some special privileges as far as prices go, and the price-fixers are not sure how to act, so mainly they don't act at all, which shows them to be gifted with a wisdom beyond their position.

The truth of the matter is, that the public has been misled into believing that profits are exorbitant. As a matter of fact, it is probable that never before has the grocer been clipping his profits so close. Conditions are making prices and not persons, and the sooner these facts are realized the sooner will this sad comedy, of civic aldermen trying to settle world conditions by fixing a just price for coffee or some other commodity in Sarnia, be at an end.

AT ARKANSAS City, Ark., recently all the food stores save one, were closed for two days for breaches of the Food Control regulation. The one store remaining open was that of Joe Kong, a Chinaman—now the question is, was it honesty or ignorance that kept Friend Kong in the straight and narrow path?

Montreal Strike a Big Money Loss

Walk-out of Police and Firemen Left City Open to Serious Danger—Money Lost as Result of Lawlessness

THE fact that some \$300,000 worth of property was destroyed within a few hours after the walk out of Montreal's police and firemen is sufficient evidence of the seriousness of the decisive and complete, though short, strike of these two bodies last week. It was, indeed, one of the most serious crises through which Canada's premier city has yet passed. It is probably very fortunate that the strike was of short duration, for the mob rule that promised to develop into a veritable reign of lawlessness, would have raised the likely damage to civilian and city property into a total of seven figures or more.

Disaffection And Wage Scale Were Responsible

It appears that the men had been dissatisfied for some time and that as time passed they reached the decision of quitting their posts and walked out shortly after the noon hour on Thursday, Dec. 12th.

While the Civic Commission had agreed to advance the pay of the men about \$110 per year, they wanted nearer \$500 of an increase each. This would have added between \$700,000 and \$800,000 more to the city budget and the recently-appointed Commission did not entertain the proposal for a moment; they considered it quite out of the question. On the other hand the men were very definitely opposed to accepting the city's offer.

Another sore point with both the police and firemen was that of the appointments which had been made some time ago of the police, fire and detective department heads.

Late Friday night, through the intervention of the good offices of Premier Sir Lomer Gouin, of Quebec, the City Commissioners, representatives of the

Trades and Labor Council and others, it was agreed to submit the whole matter to a board of arbitrators, five men to be selected to handle this matter. The men then returned to their posts at 9 p.m., but not until serious damage had been done through fires and the pillaging of various stores. The losses to a number of stores aggregated a great many thousands of dollars, one storekeeper alone being reported the loss of \$35,000 worth of stock. Feeling ran high among members of the retail section, the wholesalers, and this found expression at a largely-attended meeting of the Board of Trade.

Settle Prices For Canned Salmon

Sixteen Dollars the Price For Sockeye—Pinks Fifteen-fifty—No Change in the Amount of Stocks Taken On

THE much debated question of the basis of price for the eight million dollars' worth of canned salmon requisitioned for the British Government has finally been agreed upon. The settlement for the Sockeye pack, all of which has been requisitioned, is made on the basis of the canners' figures, \$16.00 a case. On the 7,500 cases of Pinks there will be a reduction of 50 cents a case on these figures. It is understood that these prices are in line with what the canners thought was a just price based on the charges incurred in this year's pack. While in a measure this is satisfactory, it does not do away

with the fact that the sale of these two varieties has left the Canadian market practically bare of the two varieties best known on the Canadian market, and that have been popularized at a great expense. However, no mitigation of these conditions could be obtained. Now that the matter of price has been finally settled, it is likely that the stocks in warehouse at the Pacific Coast will be rushed forward without delay, as the long period of warehousing has been a serious drag upon the canners and would prove an equally heavy burden to the British Government now that they are the undisputed owners of the pack.

The Christmas Window Contest

BASIS OF JUDGMENT

There is no wish to foster by these window contests, an elaborate system of window dressing. As a matter of fact, the simplest window trims are oftentimes the best. The points on which the judgment will be made are: 1, selling power; 2, general attractiveness of display; 3, novelty of arrangement.

THE TIME OF CLOSING

The date of closing has been set at January 3. It is set this late so that the merchant who is rushed at Christmas time will not be prevented from entering in the competition for lack of time. The photos to be entered should be sent with a full description to the contest editor. Photos should be 5x7 in size, if possible, and must be large enough for reproduction.

A FAIR CHANCE FOR ALL

The contest is divided into two classes, with the idea of giving everyone an equal chance. The large city merchant must compete against merchants from similar sized places. The dividing line at over 10,000 for Class A, and under that population for Class B. It has been a notable fact of these contests that the prize has frequently been won by merchants in smaller places.

Any photos that do not win prizes, and which yet are well worthy of reproduction and are of a suitable size and quality for this work will be gladly purchased, \$1.00 being paid for each photo used.

THE PRIZE LIST

Class A

1	Prize	-	\$5.00
2	Prize	-	3.00
3	Prize	-	2.00

Class B

1	Prize	-	\$5.00
2	Prize	-	3.00
3	Prize	-	2.00

All Sugar Restrictions Off Jan. 1

Improved Conditions Enable Food Board to Withdraw Restrictions on Use of Sugar for Private Use and for Manufacturing Purposes—Stocks Already Easier

ALL restrictions on the use of sugar either for home consumption or manufacture will be withdrawn Jan. 1 according to an announcement made on Friday last by the Canada Food Board. This has been made possible by the restrictions imposed, especially the card rationing system that was operative in the United States until a few weeks ago, which enabled the creation of reserves ample to meet the needs of that company until supplies became more plentiful. The arrival of the Louisiana crop on the market has still further relieved the situation and has permitted the diversion of Cuban raws, apportioned to the United States to Canadian refiners. This has induced a great improvement in the situation that is evidenced in a better distribution of sugar to manufacturers. During the past months jam manufacturers and other similar activities have been at a standstill for weeks at a time owing to an inability to secure adequate supplies of sugar, to meet their requirements. These concerns are now receiving sugar in substantial volume, and no further difficulty is expected.

The relieving of the situation only applies as far as stocks are concerned. Owing to the fact that the price of Cuban raws has been definitely set for the whole crop no change in price other

than small fluctuations is to be expected during the coming year.

Sugar May Be Used in Manufacture

The change in the regulation withdraws the restriction against the manufacture of French pastry, iced cakes or biscuits, for candy for private consumption, as well as the use of icing sugar, has been removed. The war time restrictions on the method of serving sugar in public eating places are also withdrawn. On and after January 1, white or granulated sugar may be used in making bread and in the manufacture of canned goods, also the use of sugar in the manufacture of cake, dough products, candies, chocolate, table syrups, and the like, pharmaceutical and medicinal purposes, beers and soft drinks, dessert and jelly powders, ice cream, chewing gum.

Manufacturer May Purchase Without License

For the manufacturer, sugar may be purchased without a permit.

The Canada Food Board adds a rider to this announcement asking the public still to be reasonably restrained, and to avoid anything like extravagant use of any of these articles, because it will still be some weeks before supplies and distribution can be at all compared to pre-war conditions.

Coffee May Show Further Advances

Present Prices Below Those in United States and Below Amount to be Paid For Replacing Stocks—Probability of Light Crop in Coming Year Strengthens Brazilian Market

THE present Canadian selling price for coffee is materially below that in effect in the United States. There were fairly substantial stocks of coffees held in Canada prior to the recent advances, and holders have evidently been content to take a fair profit and not to force the price up to present buying levels. There will come a time, however, when the importer will again have to go into the market for supplies, and when that happens he will be compelled to again advance prices in line with his increasing costs. Even the very distant possibility of a decline on the American market would have no material effect. At the present time a decline of 2 cents on the American market, and that would mean a very substantial decline, would yet leave the American market in advance of present Canadian prices. As a matter of fact no such decline is to be anticipated, from the fact that the United States is only

sparsely supplied with stocks. The Government regulated the amount that might be imported to the actual consumption, so that shipping might be available for other purposes. The result is, of course, that reserve stocks are lighter than normal.

Brazil In Strong Position

The feeling in Brazil is very strong. The Brazilian Government has evidently succeeded in satisfactorily financing the coffee crop, and having done so there is no likelihood that they will throw away the advantage given them by a world short of coffee supplies. Moreover, the fact that Brazil is facing three short years of production owing to recent damages to the coffee plants by frost and other causes, is likely to still further strengthen the position of coffee in the Brazilian market. There seems little doubt, therefore, that conditions will compel a further advance in

coffee in the near future, as it is not possible to lay down stocks in Canada at much under present selling prices, which leaves no margin to cover the various charges in preparing the product for the consumer market.

IMPORTERS COFFEE COSTS—ADVANCED 8c SINCE NOVEMBER 1ST

While various advances have been reported for coffees within recent weeks, it may not be apparent that these total as much as they actually do. Prior to November 1st quotations were considered quite normal, and values at that time were around 20c for average grades, freight allowed to Montreal. These are now worth, landed at this point, about 28c, so that the roaster has been unable to hold prices down, but had to conform with the necessities by advancing his price to the retailer. Many have claimed within the past couple of weeks that the advances which have been made do not fully compensate them. It is still probable that prices will be further advanced, for a great deal of coffee, it is stated, is not finding its way overseas to those countries in Europe that have been bare of it so long.

FOWLER'S NEW FACTORY

R. L. Fowler & Co., Ltd., Calgary, Alta., have moved into a larger factory opposite to the building in which they were formerly located. In their new premises they will occupy all floors. The offices are on the ground floor, the peanut butter plant occupies part of two floors, the cider factory is in the basement, and the salted peanut department on the second floor. They recently installed a plant for making peanut butter, the process being almost automatic, including roasting, cooling, blanching, cleaning and grinding.

WOULD INCREASE FEE OF TRANSIENT TRADERS

W. C. Miller, secretary of the Ontario Branch of the Retail Merchants' Association, appeared with a large deputation of Toronto merchants recently before the Board of Control, asking that the license fee for transient traders be increased from \$50 to \$250. The board recommended that the City Solicitor submit a new by-law at the next meeting of council and an effort will be made to collect from this class, which at present avoids paying into the city treasury while competing with merchants who do.

SWIFT-CANADIAN COMPANY TO BONUS EMPLOYEES

In recognition of the high cost of living and in appreciation of services, Swift-Canadian Co., Limited, will make a special payment of 10 per cent. of their salary to employees for a period of six months ending November 2, 1918. This bonus will be paid to those who have been in the service from April 29, 1918, until date of payment.

CURRENT NEWS OF THE WEEK

Canadian Grocer Will Appreciate Items of News from Readers for This Page

Maritime

The district health officer of St. John has been taking an active interest in the quality of milk sold, with the result that the licenses of several producers have been cancelled, thus cutting them off from selling to local dealers.

William J. Wetmore, New Brunswick representative for Moir's, Limited, has purchased a substantial brick building in Prince William street, St. John, and when it has been refitted for office and warehouse use will remove from his present quarters in Dock street.

The Atlantic Sugar Refinery, St. John, has been closed until after Christmas, while the plant is being thoroughly overhauled. This has been a prosperous year for the refinery, the business showing a substantial increase. The local business, shipments to Upper Canada and foreign trade all showing a decided increase.

Smelt fishing, which started on December 1, is proving profitable on the north shore of New Brunswick, where catches have been large. The season opened with the price at ten cents, with an advance to twelve and a reduction to the original figure as supplies became plentiful.

W. F. Hatheway, J. Hunter White, G. E. Barbour, and E. A. Wetmore, wholesale grocers; L. J. Seidensticker, manager Atlantic Sugar Refinery, and T. H. Estabrooks, tea packer, are among the representatives of the grocery trade on the council of the St. John Board of Trade which was elected this week.

The Maritime Commercial Travelers' Association met in Halifax on December 13 for their annual meeting. The association now has 1,295 members. Charles W. Smith, of Halifax, was elected president; F. A. Graham, vice-president for Nova Scotia, and R. S. Sime, vice-president for New Brunswick.

The commercial travelers have earned such a reputation for willing helpfulness during the war that they are among the first to be consulted when any new undertaking involving vigorous campaigning is planned. At a meeting of commercial men held in St. John this week the members heartily agreed to accept invitations to assist the Red Triangle Club in plans for the reabsorption of returned men, and also to assist in the drive which is to be undertaken in aid of the Salvation Army overseas work.

G. A. Leard, provincial organizer of the Nova Scotia and Prince Edward Island branch of the Retail Merchants' Association, who has been on an organizing trip throughout the Island, reports that a branch has been organized for West Prince, comprising the business

centres west of Summerside, Tignish, Alberton, etc., with headquarters at Alberton, and Hon. Benjamin Rogers as president. The Montague-Souris branch, including St. Peter's, Morell, Mt. Stewart, etc., has been organized with Mr. Gordon Ives, of Montague, president. The above, including a strong organization in Charlottetown, make four sub associations in this province, with a total membership of 75.

Quebec

John Beatty, grocer, Montreal, is dead. E. C. Locas, of Z. Limoges Enreg., is at his desk again.

Geo. H. Brown, grocer, Montreal, has sold to P. W. Carrier.

H. R. Standish, butter and cheese factory, Magog, has sold out.

M. H. Foley, general merchant, Ed-animaux Point, Aquanis and Seven Islands, is dead.

Mr. Haddock, of Parsons, Haddock and Company, Vancouver, B.C., was in Montreal last week.

B. H. Myers of the Peterboro Cereal Company was a Montreal visitor on Monday of this week.

George A. Macdonald, sales manager for the Quaker Co., Ltd., of Peterboro, was in Montreal last week.

E. C. Green, vice-president of Carter, Macy & Co. of Canada, Ltd., is this week at the St. John, N.B., branch.

Smith & Butler, Sherbrooke, have dissolved partnership, Kenneth Smith continuing business under the same name.

Mr. Rhodes, connected with the Department of Agriculture, Poultry Division, Ottawa, was last week in Montreal.

Bray Bros., Sherbrooke, have dissolved partnership, Jos. E. W. Levesque continuing the business under the same name.

J. H. Magor, of the firm of Magor, Son & Co., Ltd., Montreal, is in Western Ontario this week and spent some time in St. Catharines.

Weaner & Gelinas, grocers, Three Rivers, have dissolved partnership. J. L. A. Weaver is continuing the business under the same name.

F. M. Moffatt, general manager of Gunns Limited, West Toronto, was in Montreal visiting the firm of Gunn, Langlois and Co.

A branch office has been opened in Montreal of Rice & Fielding, Inc., exporters, of Boston and New York, and the firm expects to handle through this city and port a considerable portion of its growing export trade. The local offices are in the Coristine Building.

John E. Turton, wholesale grocery broker, Board of Trade Building, Montreal, has been appointed Montreal representative by Charles Gulden, Inc., New

York, shippers of olives, prepared mustard and capers.

T. Ayai, a director of the Meiji Trading Company, with head offices in Japan, and who have a Montreal office, was in Montreal this week. Mr. Ayai was accompanied on his trip to Canada by G. Assai, this being their first visit to Canada.

Among the visiting members of the Massachusetts Legislature who stopped in Montreal last week in connection with the acquirement of marketing and other information relative to fish, were: Senators G. F. Hart and C. D. Brown. There were also several members of the House of Representatives, including J. D. Bentley, J. Weston Allan, C. Boothman, A. L. Whitman, F. A. Manning, and also J. Beatty and G. A. Hoyt. They were tendered a dinner by the City of Montreal and members of the Canadian Fisheries' Association also met them.

Ontario

E. O. Taylor, Ottawa, has sold to William Hill.

Wm. Curtis, Toronto, has sold to Wm. Harburn.

A. E. Carpenter, Oakville, has sold to John Langstaff.

M. B. Job, grocer, Toronto, has sold out to Mr. Campbell.

Irla T. Richards, grocer, Toronto, has sold to Wm. B. Dobbin.

A. D. Pleet, grocer, Ottawa, has been succeeded by A. A. Trudel.

James Smith, baker and grocer, Simcoe, Ont., has sold out to S. Fraser.

Charles L. Johnson, grocer and baker, Trenton, has suffered loss by fire.

Jas. A. McFadden, general store, Mono Centre, has sold to Geo. Kaake.

S. J. Saunders, general store, Ashton, has been succeeded by S. G. Saunders.

Jeremiah Hagerty, of Feeley & Hagerty, general merchants, Eganville, is dead.

The grocery stock of W. R. Baird, Brantford, has been sold to the James Grocery Co.

Levi G. Wildfang, general merchant, Moorefield, is dead. His business has been advertised for sale.

P. E. Burgess, general store, Sine, is advertising his business for sale.

W. J. Aird, proprietor of the general store of that name at South River, is dead.

Martin Eby, proprietor of the general store, Wallenstein, is retiring from the business, which is being taken over by his son, Aaron Eby.

A. H. Schweitzer, who has been in the grocery business in Kitchener, Ont., for the past eight years, and who, as already stated, recently disposed of his business to W. G. Roth, has been tak-

ing a holiday in Toronto. During the week he was a visitor at the Toronto office of CANADIAN GROCER.

Business has been discontinued by the Thedford Fruit Growers' Association, and the packing house and supplies will be sold by public auction on December 21st.

F. Case, who has been in charge of the apple evaporating plant, has completed the season's work and has gone to Toronto, where he will assume supervision of a turnip evaporator.

J. P. Lacey passed away suddenly at his home in Sydenham on Thursday of last week. He was a prominent resident of that village and carried on business as a merchant. He was 70 years of age.

W. J. Baker has been appointed sales agent for the Canadian Feed Manufacturing Co., Fort William, Ont., his territory being Ontario and Quebec. This firm manufactures cattle, dairy, and hog feed, etc.

A serious fire occurred at Underwood on Friday morning when the building and stock of general merchandise of G. R. Laidlaw was completely destroyed by fire. There was a heavy wind blowing at the time that endangered the whole village. There are no particulars as to the cause of the fire. The building destroyed is the one formerly occupied by Roepel Bros., and Mr. Laidlaw, who was formerly a Paisley man, has not been long in possession.

Western

Furby & Baldwin, Glenbush, Sask., have sold out.

W. J. Cahill, general merchant, Rokeby, Sask., is dead.

A. L. Poisson, general merchant, Paradise Hill, Sask., is dead.

E. Lesink, grocer, Winnipeg, has been succeeded by Rowton & Brabonak.

M. W. & M. Marshall, grocer, Winnipeg, have suffered loss by fire.

James Stanley, of the Stanley Cash Stores, Ltd., Winnipeg, is dead.

J. Hagarty & Co., general merchants, Lampman, Sask., have sold to S. Ferris.

J. A. Robertson, general merchant, Biggar, Sask., has removed to Dodsland and Saskatoon, Sask.

S. & E. Ferris, general store, Lampman, Sask., have dissolved partnership, E. Ferris continuing the business.

Harry Markham, Virden, Man., has been succeeded by Markham & Cheavis.

The partnership of Shore & Kaplan, grocer and meats, has been registered at Winnipeg.

Charles Franklin Roland, the new Western Secretary of the Dominion Reconstruction Board, is a well-known figure in Winnipeg and the West, having been Commissioner of the Winnipeg Industrial Bureau for some years and recently Commissioner for the Soldiers' Land Settlement Board. He is the father of C. F. Roland, head of the Coca Cola industry in Western Canada.

MAJOR WALKER HOME

Guelph Soldier and Wholesale Fruit Merchant Comes Back After Two Years' Service

Major D. W. Walker, of the 37th Heavy Siege Battery, Imperial Army, who has been overseas for the past couple of years, arrived at his home in Guelph, Ont., on Monday. He was given a splendid reception at the depot. Major Walker is a soldier who has had considerable experience. He was a graduate in 1908 of the Royal Military College, Kingston,



Major D. W. Walker.

and his two years at the front, where he was wounded, have naturally added to his experience. He is a son of G. W. Walker, of Hugh Walker & Son, wholesale fruit merchants, Guelph, and is a man the grocery trade is proud of in the manner in which he served his country and the Empire.

HOLD CONVENTION

Sales Force Harold F. Ritchie & Co. Gathered Together This Week—Conditions Arising Out of Termination of War Discussed

The annual convention of the sales force of Harold F. Ritchie & Co., Toronto and New York, is being held this week at Toronto. Those in attendance include four representatives from the New York office: D. C. Nixon, who has charge of the export business; E. B. Bredin, who covers the Southern States, and W. L. Bredin and Mr. Meath, who cover the New England States. The Canadian representatives include W. H. L. Usher, Maritime Provinces; C. G. Armstrong and R. A. Sonne, Montreal and Quebec province; S. D. Steinberg and F. G. Erskine, Eastern Ontario; R. W. Brown, F. D. Le Gassie, Mr. Dill and Mr. Miller, Toronto; Joseph F. Johnson and H. C. Emerson, Western and Northern Ontario; Harry Davis, Manitoba; J. J. Wood, Alberta and British Columbia; in addition to H. F. Ritchie, W. J. Mill-

sap, J. L. Lane and S. G. Ainsley, who direct from the Toronto office.

A general discussion on all topics is being undertaken with special reference to conditions which may arise out of the termination of the war. Meetings will be addressed by Mr. Shiriff, of the Imperial Extract Co.; Mr. Palmer, of the Hooton Chocolate Co.; Mr. Ketchum, of the Sunset Dye Co., New Rochelle, N.Y. Enthusiasm and optimism are, it is said, predominating factors around which the 1919 program is being worked out.

W. B. OKIE GOES TO CALIFORNIA FRUIT GROWERS' EXCHANGE

William B. Okie, former sales manager of the Welch Grape Juice Company, has been appointed sales manager of the Orange Products Department of the California Fruit Growers' Exchange and took up his new duties December first. He will have charge of the sale of orange marmalade, grapefruit marmalade and orange jelly—the three new products which the big growers' organization will put on the national market next year under the name of "Sunkist." It is estimated that five million pounds of marmalade will be made this year by the California organization.

Mr. Okie was connected with the Welch Grape Juice Company for seven years and previously for twelve years with Fred Fear and Company, manufacturers' representatives, in New York City. For the present his headquarters will be in New York.

U.S. WHEAT PRICE GUARANTEED TILL JUNE, 1920, AT \$2.26

The guaranteed price of wheat in the United States for the 1919 crop stands, by the terms of the Lever Act, under which the United States Food Administration is operating. This statement was made by the Food Administration.

The President's proclamation of September 2, 1918, stated that the "producers of wheat produced within the United States . . . for the crop of 1919" are guaranteed the prices therein set forth, \$2.26 per bushel at Chicago, and the end of the war or the proclamation of peace does not in any way affect this guaranty.

Section 24 of the Lever Act provides "That the provisions of this Act shall cease to be in effect when the existing state of war between the United States and Germany shall have terminated, and the fact and date of such termination shall be ascertained and proclaimed by the President; but the termination of this Act shall not affect any act done, or any right or obligation accruing or accrued," etc. It further states that "All rights or liabilities under this Act arising before its termination shall continue and may be enforced in the same manner as if the Act had not terminated."

The guaranty for the 1919 wheat crop expires June 1, 1920.

WEEKLY GROCERY MARKET REPORTS

Statements From Buying Centres

THE MARKETS AT A GLANCE

SUBSTITUTE flour difficulties seem possible of solution, according to advices reaching the trade this week. It is understood prices which will be paid for accumulation of substitute flours have been named and whereas in all cases these do not cover entire cost, it is further thought these will not result in serious losses to the millers. The movement will have to be started soon, as it is said supplies must be assembled at seaboard for overseas shipment by February 15. Full details as to how business will be handled and prices to be paid are not yet available.

The salmon situation has finally been settled, it being understood that packers' figures for sockeye have been met and pinks accepted at a slight reduction per case. The Canadian trade will receive no more than commandeered order called for, so best grade will be scarce before another pack is put up.

MONTREAL—The advances of the week are those made for paper bags, mince meat, caustic, cod liver oil, cough syrup, maple sugar, tomatoes and cauliflower. There is a very firm undertone to the coffee market still, and white peppers are high and firm.

Among the declines made are those for peanut butter, mill feeds, and an easier and unsettled feeling in some quarters for cereals. There have been no actual declines for the latter, however.

Bean and pea stocks are stated as very heavy, and the natural consequence is a softening of prices for these lines, particularly so as there is but a small and limited sale for them.

Reports are better regarding the improvement looked for in sugar supplies. Canned goods are somewhat uncertain, and favorable prices are obtainable now on peas and tomatoes, but corn is steady and firm. Peanuts of all kinds in the shell are particularly easy and may go lower.

TORONTO—The lifting of the restrictions in full by January 1 is news welcomed by the trade as a whole. Conditions are such that more nearly normal business operations may soon be expected to result, and the whole machinery of distribution on sugar operate smoothly.

There have been some lower prices named on some grades of raisins as better supplies become available. A reduction of 15c per dozen has been made in some quarters on jelly powders, the removal of the restrictions on sugar, with better manufacturing conditions resulting, being a factor.

Grapefruit has eased away slightly on the local market, with ample supplies available. Oranges are in very good supply, with prices firmly held. Potatoes have stiffened, prices being up 10c per bag.

A decline in live hogs of 25c per cwt. has been recorded this week. Some readjustments on cured meats to slightly lower levels are also reported, boneless backs and roll bacon coming down 1c per pound. Lard is somewhat unsettled, with a firmer market a possibility. Butter is up 1c per pound, and eggs 1c per dozen. With the exception of turkeys and ducks, a general easing away of buying prices on poultry of from 1 to 2c per pound is reported.

QUEBEC MARKETS

MONTREAL, Dec. 18.—Excepting for such Christmas lines as are in demand, the grocery markets are rather quiet this week. There are a few changes of price on various lines, some of these being advances and others recording small declines. Higher prices have been named on paper bags, mince meat, caustic, maple sugar, tomatoes and cauliflower. Peanut butter has eased away, and there seems to be an unsettled feeling in some quarters in cereals, though no change is recorded.

Paper Bag Prices

Are Marked Up

Montreal.

PAPER BAGS.—Prices are marked

up for paper bags of the "Kraft" type. This is effected through a complete change of the list and which is as follows: One pound size, \$3; 2 lb., \$3.80; 3 lb., \$4.80; 4 lb., \$5.60; 5 lb., \$6.80;

6 lb., \$8.40; 7 lb., \$9.40; 8 lb., \$11; 10 lb., \$12.60; 12 lb., \$14.60; 14 lb., \$16.60; 16 lb., \$18, and 20 lb., \$22. From this list a discount of 33 1-3 per cent. is quoted. The old list was lower and the discount from this previously was 15 per cent.

Peanut Butter, Borax; Caustic Down

Montreal

VARIOUS LINES.—Declines are made in one quarter this week for peanut butter. The extent of the decline is 2c per pound, and for 5 lb. tins the price quoted is 31c, 12 lb. tins 29c, and 50 lb. tins 28c. Borax soap is selling by some of the trade at open prices and favor-

able rates may be secured, it is stated. Caustic in 100 lb. drums is down 1c and is quoted at \$8.50 per 100 lbs.

Cod Liver Oil, Syrup, Mincemeat Higher

Montreal.

VARIOUS LINES.—Advanced prices are applied this week to cod liver oil of Red Cross grade, and this is advanced to \$3.75 per case from \$3.60. Gray's cough syrup is also higher to \$2.75, less 5 per cent. The previous price was \$2.25 net. Mincemeat is up ½c per pound and is now quoted at 14c pound.

Sugar Outlook Good; Prices Maintained

Montreal.

SUGAR.—Prices on refined and other sugars are steadily firm but without change. The future, from a price standpoint, will depend very largely upon transportation, and improvement in this respect is confidently looked for. As regards the near future of supplies, one large refiner stated to CANADIAN GROCER: "We are very optimistic regarding the outlook. There is nothing very definite as yet but we are looking for improvement." Supplies are still very limited and it is not expected that these will be better before the end of the year. The holiday demand has been even more insistent than ever, but of course the distribution is on the same basis, refiners having been able to work only on a limited production basis.

Atlantic Sugar Company, extra granulated sugars, 100 lbs.	10 05
Acadia Sugar Refinery, extra granulated	10 05
St. Lawrence Sugar Refinery	10 00
Canada Sugar Refinery	9 95
Dominion Sugar Co., Ltd., crystal granulated	10 05
Icing, barrels	10 15-10 30
Icing (25-lb. boxes)	10 55-10 70
Icing (50-lb. boxes)	10 35-10 50
Do., 1-lb.	11 05
Yellow, No. 1	9 70-9 75
Yellow, No. 2 (Golden)	9 55-9 60
Yellow, No. 3	9 45-9 50
Powdered, barrels	10 05-10 20
Powdered, 50s	10 15-10 50
Powdered, 25s	10 35-10 60
Cubes (assorted tea), 100-lb. boxes	10 55
Do., 50-lb. boxes	10 65
Do., 25-lb. boxes	10 85
Do., 2-lb. pack	11 95
Paris lumps, barrels	10 55

Paris lumps (100 lbs.)	10 65
Paris lumps (50-lb. boxes)	10 75
Paris lumps (25-lb. boxes)	10 95
Paris lumps (cartons, 5-lb.)	11 70
Do., (cartons, 2-lb.)	12 45
Crystal diamonds, barrels	10 75
Crystal diamonds (boxes 100 lbs.)	11 00
Crystal diamonds (50-lb. boxes)	11 10
Crystal diamonds (25-lb. boxes)	11 30

Tomatoes Rule Easy; Canned Goods Quiet

Montreal.

CANNED GOODS.—The market on tomatoes and peas is ruling with an easy undertone, and while there are no actual declines, it is stated that supplies may be had on a favorable price basis if quantities are wanted. Corn prices are very firm and will probably continue to hold steady. There has been some movement of canned vegetables and of fruits but this is limited at present to such sorting business as the late season brings. One large jobber anticipates a firming of the market after the beginning of the year, arguing that, as deliveries from the canners have been partial on some goods there can be little likelihood of very low prices obtaining.

Clams, No. 1	2 10
"Clover Leaf," ½-lb. flats	2 45
Sovereign, 1-lb. flats	4 62½
Do., ½-lb. flats	2 30
1 lb. talls, cases 4 doz., per doz.	4 50
½ flats, cases 8 doz., per doz.	1 50
Chums, 1-lb. talls	2 05
Do., ½s, flat	1 20
Pinks, 1-lb. flat	2 25
Pinks, 1-lb. talls	2 65
Cohoos, 1-lb. talls	4 35
Cohoos, 1-lb. flats	2 25
Red Springs, 1-lb. talls	4 00
Red Springs, ½ lb.	2 45
White Springs (1s)	2 30
Salmon, Gaspe, Niobe Brand (case of 4 doz.), per doz.	2 25
Pilchards, 1-lb. talls	1 90
Whale Steak, 1-lb. flat	1 90
Canadian sardines (case)	6 75
Norwegian sardines, per case of 100 (¼s)	22 00
Lobsters, ½-lb. tins, doz.	3 60
Do., 1-lb. talls	6 90
Do., 1-lb. flats	7 00
Sardines (Can. Norweg'n style)	14 50
Sardines—Canadian brands (as to quality), case	9 50
Sardines, French	32 00
Shrimps, No. 1	2 25
Crab meat (Jap.), ½'s (cs. 4 doz.)	6 00
Crabs, No. 1 (cs. 4 doz.)	6 75
Canned Vegetables and Fruits—	
Asparagus (Amer.) mammoth green, doz.	4 00
Tomatoes, 1s	0 95
Tomatoes, 3s	1 85
Tomatoes, U.S. pack, 2s	1 40

Tomatoes, 2½s	1 90	1 92½
Tomatoes, gallons	6 00	7 05
Peas, standards	1 45	1 47½
Peas, early June	1 57½	1 60
Peas, extra fine, 2s	2 35	
Do., fancy, 20 oz.	1 57½	
Peas, Moigean, extra fine	2 20	2 25
Beans, golden wax	1 95	1 97½
Beans, Refugee	1 95	2 00
Do., old pack	1 80	1 95
Do., new pack		2 00
Beets (new sliced), 2-lb.	1 40	1 42½
Do., (old sliced), 2-lb.	1 60	1 62½
Corn, 2s, doz.	2 20	2 27½
Spinach (U.S.), 3s		3 00
Do., (U.S.), gallons		10 00
Corn (on cob, gal. cans), doz.	7 80	8 30
Red raspberries, 2s	4 00	4 17½
Simcoes		2 75
Red cherries, 2s	2 60	2 90
Strawberries, 1918 pack (2s)		4 00
Rhubarb, 2½s		2 60
Blueberries, 2s, doz.		1 85
Blueberries, gallons		7 00
Pumpkins, 2s		0 85
Pumpkins, 2½s	1 00	1 10
Pumpkins, 3s		1 75
Pumpkins (gallon), doz.		3 75
Potatoes, Can. Sweet, 2½-lb. tins		2 10
Potatoes, Cal. Sweet, 2-lb. tins		2 75
Apricots (Cal.), 2½'s		4 40
Carrots, sliced, 2s	1 45	1 75
Apples (gallons)	4 00	5 00
Peaches, 2s (heavy syrup)	2 55	2 75
Peaches, stand. grade, 2½ lb.	3 25-3 30	3 75
Peaches (gallon peeled)		5 25
Pears, No. 2		2 75
Pears (Bartlett), 2½s	3 35	5 00
Pears, 2s (in light syrup)	1 85	1 90
Pears, No. 2 (heavy syrup)	2 50	2 70
Pears, No. 2 (heavy syrup)	2 50-2 70	2 75
Pears, 2½s (heavy syrup)		3 40
Pears, extra stand., 2½s		4 50
Pears, gallon (pie peeled)		7 00
Pineapples, 1½s		2 25
Pineapples, 2s	3 10-3 40	4 00-4 50
Do., sliced, 2½-lb. talls, doz.	4 20-4 40	4 75
Do., 1-lb. flats	1 90	2 25
Do., 2-lb. flats	3 25	3 40
Do., grated, 1s		1 90
Do., grated, 2s	2 90	3 25
Do., grated, 2½s	4 20	4 50
Greengage plums (light syrup), No. 2		2 25
Lombard plums (heavy syrup), 2s	1 70	2 05

Best Molasses High; Syrups Are Held

Montreal.

MOLASSES, SYRUPS.—While distribution of molasses has been made on a wide scale for some weeks, there is still a certain amount of business for various quantities. Prices are steady and firm, for supplies have not been stored up as in previous seasons, and the consumption has been steady. Corn and cane syrups continue to rule with a steady undertone and are in steady demand from the trade generally.

FLASHES FROM THE WEEK'S MARKETS

With fairly heavy stocks of chickens and fowl available, buying prices have declined about 2c per pound. Turkey has advanced another cent.

Jelly powders declined 15c in some quarters, bringing prices down to \$1.35 per dozen.

Pancake flour has advanced and buckwheat flour and wheat flakes are also on the upward move.

A British manufacturer of custard powders, egg substitutes and kindred lines cables that they expect to be able to make shipments of limited quantities of their products.

The aristocratic hog has declined in price another 25c per cwt. this week.

Headless haddock has reached lower levels, being quoted at 8 to 8½c per pound. This is haddock week in the Food Board program.

Kraft paper bags reached higher levels this week. A new list has been established subject to a discount of 33 1/3 per cent.

Peanut butter has declined 2c per pound in some quarters.

Cod liver oil has reached higher price levels. Many a small boy wonders if it would ever advance enough to be prohibitive.

Corn Syrup—		
Barrels, about 700 lbs.....	0 07½	
Half bbls.	0 07½	
Kegs	0 07½	
2-lb. tins, 2 doz. in case, case..	4 80	
5-lb. tins, 1 doz. in case, case..	5 40	
10-lb. tins, ½ doz. in case, case ..	5 10	
20-lb. tins, ¼ doz. in case, case ..	5 05	
2-gal. 25-lb. pails, each.....	2 25	
3-gal. 38½-lb. pails, each	3 40	
5-gal. 65-lb. pails, each.....	5 50	
White Corn Syrup—		
2-lb. tins, 2 doz. in case, case	5 30	
5-lb. tins, 1 doz. in case, case	5 90	
10-lb. tins, ½ doz. in case, case	5 60	
20-lb. tins, ¼ doz. in case, case	5 55	
Cane Syrup (Crystal) Diamond—		
2-lb. tins, 2 doz. in case, per case.....	7 50	
Barrels, per 100 lbs.	10 25	
Half barrels, per 100 lbs.	10 50	
Glucose, 5-lb. cans (case)	4 80	
Prices for		
Barbadoes Molasses—	Island of Montreal	
Punchons	1 13	
Barreles	1 16	
Half barrels	1 18	
For outside territories prices range about 3c lower.		

Little Rice Interest; Tapioca is Held

Montreal.

RICE, TAPIOCA.—Little new interest attached to the rice market this week. Movement is confined to bare needs for the most part and supplies are adequate for all requirements of the trade. There is a steady market in the south, New York holding quite firm with supplies none too heavy. Tapioca has been in fairly good demand, with prices maintained fully, but without quotable changes being made.

Ice Drips—Japan	11 25	
Carolina	12 50	15 00
Siam, No. 2	9 00	9 75
Siam (fancy)	10 50	11 00
Rangoon "B"	8 75	9 25
Rangoon CC	8 75	8 85
Mandarin	10 00	
Peking	9 10	
Tapioca, per lb. (seed)	0 14½	0 18
Tapioca (Pearl)	0 14	0 18

Peanuts Weaker; May Decline More

Montreal.

NUTS.—With peanut supply good and with a big crop in prospect, the market is ruling much weaker. Readjustments have been made this week and further declines are predicted by some of the importers. Prices are undergoing more or less revision weekly. A heavy demand has been accorded walnuts and almonds and supplies of these are getting low among the jobbers, it is asserted. The holiday demand has been very heavy for these varieties and prices have held well.

Almonds (Tara), per lb.	0 28	0 32
Almonds (shelled)	0 50	0 55
Almonds (Jordan)	0 70	
Brazil nuts (new)	0 25	0 30
Brazil nuts (med.)	0 15	0 17
Filberts (Sicily), per lb.	0 20	0 25
Filberts, Barcelona	0 24	0 25
Hickory nuts (large and small), lb.	0 10	0 15
Peanuts (roasted)—		
Extra large	0 24	0 25
Large	0 23	0 24
Medium	0 16	0 17
Shelled, No. 1 Spanish	0 17½	0 18
Salted Spanish, per lb.	0 24	0 25
Shelled, No. 1 Virginia.....	0 19½	0 20½
Do., No. 2		0 14
Peanuts (salted)—		
Fancy wholes, per lb.	0 40	
Fancy splits, per lb.	0 35	
Salted Spanish, per lb.	0 25	0 27
Pecans (new Jumbo), per lb.	0 28	0 32
Pecans, large, No. 2, polished..	0 28	0 32
Pecans, New Orleans, No. 2 ...	0 21	0 24

Pecans "paper shell," extra large		
Jumbo	0 60	
Walnuts (Grenoble)	0 29	0 35
Walnuts (new Naples)	0 16	0 18
Walnuts (shelled)	0 80-0 85-0 95	
Walnuts (Spanish)	0 30	0 38
Note—Jobbers sometimes make an added charge to above prices for broken lots.		

Dried Apples Firmer; Apricots, Prunes Steady

Montreal.

DRIED FRUITS.—It is rumored that dried apples are being purchased in a large way for export account and that these will be pretty well cleaned up ere long. If this develops there will be a strengthening of the prices basis, and already the tendencies are firmer, but no changes are announced. Apricots, peaches and pears are steady and prunes are ruling with a firm undertone in some quarters, but the smaller sizes may be had at a favorable price. Raisins of the large grades have been well cleaned up as far as the jobbers are concerned.

Apricots—		
Choice	0 26	0 28
Slabs	0 24½	0 25
Fancy		0 30
Apples (evaporated)	0 16	0 17½
Do., fancy		0 20
Peaches (fancy)	0 21	0 23
Faced		0 19
Choice	0 20	0 24
Extra choice	0 21	0 24

ARE DRIED APPLES DUE FOR A SHARP ADVANCE?

Reports have reached the Montreal office of CANADIAN GROCER that a very large quantity of dried and evaporated apples will be purchased for the British Government. It is suggested that this means the eventual purchase of about one million pounds. Should it materialize the market will doubtless respond with a sharp advance. From various sources it is learned that the market is quite firm and this is doubtless a direct result of the probable purchases in a large way by the representatives of the British Government.

12 oz., per pkge.	0 16	0 18
Pears	0 24	0 25
Drained Peels (old)—		
Citron	0 46	
Lemon	0 40	
Orange	0 41	0 43
Drained Peels (new)—		
Lemon	0 40	0 41
Orange	0 42	0 43
Citron	0 47	0 48
Cut mixed (1-lb. cartons), doz.	4 10	4 80
In 36 ls. case		12 75
Cut, 10-lb. boxes (lb.)		0 48

Raisins—		
Malaga, table box of 22 lbs., 3-crown cluster.		
\$5.50; 4-crown cluster, \$6.50-\$6.75; 5 crown, \$7.50; 6 crown cluster, \$7.00-\$8.75.		
Muscatsels, loose, 2-crown	0 14	
Muscatsels, loose, 3-crown, lb.	0 15	
Malaga Raisins (5½-lb. bxs), 3 cr.	1 75	
Do., 4 cr.	2 00	
Do., 5 cr.	2 25	
Do., 6 cr.	2 75	
Cal. seedless, loose	0 14½	0 17½
Fancy seeded, 16 oz. pkgs.	0 16	0 20
Choice seeded, 16 oz. pkgs.	0 17	0 19
Valencias, selected	0 11½	
Valencias, 4-crown layers	0 11½	
Sultanas (bleached) 50-lb. boxes ..	0 16½	0 20
Currents, old pack, 15 oz.	0 29	0 31
12 oz.	0 23	0 24
50-lb. boxes, loose	0 28	
Cartons	0 32	
15 oz. pkgs.	0 23	0 24
80 lb. Ainslie	0 28	
12 oz.	0 26	
Do., new	0 32	

Cal. currants (loose) ..	0 18	
Cal. "Kurrants," 15 oz. pkge.	0 20	0 22
Dates, Excelsior, per case (36-10s) ..	7 50	7 92
Do., Dromedary (36-10 oz.)	8 00-8 50-8 64	
Packages only, Excelsior	0 20	
Packages only	0 19	0 20
Do., Dromedary	0 22	
Figs (new), 100 to case		11 00
Figs (layer), 10-lb. boxes	1 90	2 75
Figs (mats)	0 16	0 18
Figs, Fancy Cal. White (Choice)—		
Pkgs. 16 oz. (10 pkgs.)	1 75	
Pkgs. 10 oz. 12 pkgs.)	1 45	
Pkgs. 8 oz. (20 pkgs.)	2 00	2 60
Pkgs. 6 oz. (50 pkgs.)	3 60	4 75
Pkgs. 4 oz. (70 pkgs.)	3 70	5 00
Muscatsels, 4-crown, lb.	0 13	
Prunes—		
Santa Clara	0 80-0 90-0 15	
California, 40-50s	0 19	0 25
50-lb. boxes, 80-90s		0 14½
90-100s	0 13	0 14
20-30s		0 25
30-40s		0 20
25-lb. cases, 50-60s	0 18	0 20
60-70s	0 17	0 18
70-80s	0 15	0 16
80-90s	0 14	0 15½
90-100s	0 13	0 14
Oregon, 30-40s		0 16½
50-60s		0 18½
60-70s		0 17½
70-80s		0 16½

Many Beans Held; Peas Are Easy

Montreal.

BEANS.—There is still every indication that this line will rule easy under the stocks that have accumulated. There is an apparent surplus of these all around and some have expected export business to develop on a large scale. As far as can be learned Canadian beans have not been exported as yet, although several lots of Michigans have gone to the seaboard for shipment to Europe, it is understood. The undertone is easy. Peas, while unchanged this week, are ruling with an easy undertone and the outlook is for a softening of prices somewhat further.

Beans		
Canadian, hand-picked, bush....	6 30	7 00
British Columbia	6 60	7 00
Brown Beans	7 00	
Japanese	8 00	8 40
Yellow Eyes	7 50	7 70
Rangoon beans, per bushel ..	7 00	7 50
Lima, per lb.	0 19	0 20
Kidney beans	8 00	8 50
Peas, white soup, per bushel ...	4 25	4 50
Peas, split, new crop, bag 98 lbs.	7 00	8 00
Peas (green)		0 10
Do. (split), per bag 98 lbs.		6 50
Barley, pearl, per bag 98 lbs.	7 50	8 25

Coffees Still Hold; Sales To Europe

Montreal.

COFFEE, COCOA.—Prices have continued to hold in this market with strong tendencies still ruling. There is still a strong probability of advances being made, and this is the more likely because of sales being made to European buyers and actual deliveries are already reported. With importers buying carefully themselves, there is little tendency to distribute largely to any section of the trade or to any individual buyer. Orders have been received for larger quantities than the roasters have been ready to accept. The advances of last week are still in effect but added increases still may be made at any time. Cocoa is steady and firm but unchanged. Demand for this is active and large quantities are being consumed.

Coffee, Roasted—		
Bogotas, lb.	0 35	0 38
Jamaica, lb.	0 29	0 33

Java, lb.	0 42	0 45
Maracaibo, lb.	0 31½	0 33
Mocha, grades	0 37	0 41
Mexican, lb.	0 30	0 33
Rio, lb.	0 29	0 31
Santos, Bourbon, lb.	0 32	0 35
Santos, lb.	0 32	0 35
Cocoa—		
Bulk cocoa (sweet)	0 27	0 32

Teas Somewhat Quiet But Prices Firm

Montreal.

TEAS.—The market is still on the quiet side and jobbers are generally expecting this condition to rule until the middle of January or thereabouts. Some orders are held for delivery to European buyers on the condition that shipping may be secured at an early date to transport these, and while bottoms are scarce at present some hope is entertained for an improvement. All tendencies are pointing to a firmly maintained position.

Ceylon and Indias—

Pekoe, Souchongs, per lb.	0 47	0 49
Pekoes, per lb.	0 51	0 54
Orange Pekoes	0 55	0 57

Japan Teas—

Choice	0 65	0 70
Early Picking	0 53	0 58

Javas—

Pekoes	0 41	0 43
Broken Orange Pekoes	0 43	0 45
Inferior grades of broken teas may be had from jobbers on request at favorable prices.		
Orange Pekoes	0 46	0 49

White Pepper High; General Firmness

Montreal.

SPICES.—The market for white pepper is particularly strong, but there are no quotable changes here. The position on this line has been a firm one for some time. All around the condition of business has been seasonably good and country orders have come to hand equally well with those from the city. Altogether the markets are firmly maintained.

	5 and 10-lb. boxes	
Allspice	0 20	0 22
Cassia (pure)	0 35	0 37
Cloves	0 75	0 77
Cream of tartar	0 95	1 00
Ginger	0 30	0 40
Ginger (Cochin or Jamaica)	0 30	0 30
Mace	0 80	1 00
Mixed spice	0 30	0 32
Nutmegs	0 45	0 50
Pepper, black	0 42	0 45
Pepper, white	0 48	0 50
Pepper (Cayenne)	0 35	0 37
Pickling spice	0 25	0 27
Paprika	0 65	0 70
Turmeric	0 23	0 30
Tartaric acid, per lb. (crystals or powdered)		1 30
Cardamon seed, per lb., bulk		2 00
Carraway, Dutch, nominal	0 80	0 90
Cinnamon, China, lb.		0 30
Cinnamon, per lb.		0 35
Mustard seed, bulk	0 35	0 40
Celery seed, bulk (nominal)	0 85	0 90
Shredded cocconut, in pails	0 21	0 23
Pimento, whole	0 20	0 22

For spices packed in cartons add 3½ cents a lb. and for spices packed in tin containers add 10 cents per lb.

Honey Still Active; Maple Sugar Higher

Montreal.

HONEY.—Sales in this market have totaled a great amount and far more than it was expected possible before supplies began to arrive from the apiaries. A feature of recent sales has been that of the purchase by large buy-

ers of several carloads. This has served to strengthen the market, and while sales are still made on the basis ruling for some time the market is real firm. Local sales of pail honey are free and best grades of white clover in combs are very steady and high prices rule. Maple sugar is very high and is up to 35c per pound in one quarter.

Maple Syrup—

10-lb. cans, 6 in case, per case	\$15 10
5-lb. cans, 12 in case, per case	17 10
2½-lb. cans, 24 in case, per case	18 50
Maple Sugar (nominal)	0 33 0 35
Honey, Clover—	
Comb (fancy)	0 30
Comb (No. 1)	0 28
In tins, 60 lbs.	0 26
30-lb pails	0 27
10-lb. pails	0 28
5-lb. pails	0 28
Honey—Buckwheat, tins or bbls.	0 23

Cereals Erratic; Lower Tendencies

Montreal.

CEREALS.—The cereal market this week has developed uncertainty in some quarters. This is the result of anxiety on the part of some parties to unload supplies, although the mills and cereal firms themselves see no reason for early declines. Prices are quite firmly held in most quarters, and there is no quotable change on any of the lines in the list. Trading has been quiet and this is accounted the reason for the anxious desire to sell on the part of small operators.

Self-raising flour		
5-lb. pkgs., doz.	2 90	
6-lb. pkgs., doz.	5 70	
Cornmeal, Gold Dust	6 00 6 25	6 40
Cornmeal	4 70	
Barley, pearl	6 25	7 35
Barley, pot, 98 lbs.	4 60	5 35
Barley (roasted)	7 50	
Buckwheat flour, 98 lbs.	7 25	8 50
(As to grade)		
Cornflour, white (2 bags)	10 00	
Rice flour	8 75	9 00
Hominy grits, 98 lbs.	6 75	8 00
Hominy, pearl, 98 lbs.	6 75	7 00
Graham flour	5 70	6 25
Oatmeal (standard-granulated and fine)	5 30	6 00
Oatmeal (packages) fine cut	5 70	
Peas, Canadian, boiling, bush.	4 00	5 50
Split peas	8 00	8 25
Rollod oats, 90-lb. bags	4 85	5 15
Rollod oats (family pack.), case	5 50	5 60
Rollod oats (small size), case	1 95	2 00
Rollod wheat (100-lb. bbls.)	7 10	8 00
Rye flour (Can.), 98 lbs.	5 85	6 25
Do (American), 98 lbs.	6 85	
Tapioca flour, lb.	0 15	0 16

Flour Prices Held; Feed Records Decline

Montreal.

FLOUR AND FEEDS.—Lower prices for barley and oat feeds have been named this week and crushed oats are selling at \$59 to \$62 per ton. Barley feeds are down to \$52-\$58 per ton. The flour market is quiet and steady. Some of the small mills in the country are selling spring wheat flours somewhat under the market quotations, it is reported, but this is stated to be for such grades as they mill only. Buying is mostly of the nature of supplies required for immediate use.

War Standard, Graham and Whole

Wheat Flours—	
Mixed car lots on track	11 25
Straight car lots on track	
minimum 50,000 lbs., (to bakers)	11 25

Add 20c for delivery for small lots.	
Shorts, car lots on track	42 25
Bran, per ton, car lots on track	37 25
Crushed oats	59 00 62 00
Barley meal	52 00 58 00
Barley chop	52 00 58 00
Gluten feed (23% protein)—	
F.O.B. Cardinal	62 00
F.O.B. Ft. William	60 00
Feed oats, per bushel (as to grade)	0 95 1 00
Shorts and bran delivered in Montreal \$1.00 per ton extra.	

Imported Cauliflower \$8; Tomatoes up to 40c

Montreal.

VEGETABLES.—Cauliflower in barrels has arrived from the United States and is selling here at \$8 per barrel. These contain from 2½ to 3 dozen. The local variety still sells at \$2 to \$2.50. Hothouse tomatoes have advanced as well and are now up to 40c per pound. For coarse vegetables there has been no great demand, and it is very apparent that the many war gardens of last summer produced a great plenty of these for families that were last year dependent upon the supplies of farmers.

Artichokes (bag)	1 75
Beans, new string (American) basket	3 00 3 50
Beets, bag	0 75 1 00
Brussels Sprouts, quarts	0 15
Brussels Sprouts (doz.)	1 00
Cucumbers, Boston (doz.)	4 09
Cauliflower (Montreal), doz.	2 00 2 50
Cauliflower (imported), bbl., 2½ to 3 doz.	8 00
Cabbage (Montreal), doz.	0 50 1 00
Cabbage, bbl.	1 50
Carrots, bag	0 75 1 00
Celery (Montreal), doz.	1 00
Do., crates (6-7 doz.)	7 00 8 00
Celery, California	10 50
Horseradish, lb.	0 20
Lettuce, curly (doz.)	0 50 0 60
Lettuce, Boston, box	2 75
Leeks	3 00
Mint	0 60
Mushrooms, lb.	0 90
Basket (about 3½ lbs.)	3 00
Onions, Can., bag (75 lbs.)	1 50 2 00
No. 1 Yellow (75 lbs.)	1 50 1 75
No. 1 Red (75 lbs.), crate	1 50 1 75
Onions, Spring (Imported), doz.	0 40 0 50
Oyster Plant	0 50
Parsnips, bag	1 25
Parsley (Canadian)	0 50
Potatoes, Montreal new (90-lb. bag)	1 60 1 75
Potatoes (New Brunswick), bag.	1 90
Potatoes (sweet), hamper	3 25 3 50
Romane	0 54
Spinach, box	1 00
Squash (Huber), doz.	3 00
Turnips, per bag	1 00 1 25
Tomatoes (hothouse), lb.	0 40
Watercress (Can.)	0 50

Cranberries Reach \$16; Grapes Big Seller

Montreal.

FRUITS.—Cranberries have been higher of late and are up this week to \$16 per barrel. Grapes have been a ready seller and will be active for the next week or two particularly. The supplies of Almerias seem to be quite adequate and other varieties are also in fair supply. California oranges have been received in fair quantities but small sizes are scarce. Prices have been lower the past week or two, but the week brought no changes. The week is expected to be a very active one.

Apples—

Baldwins, No. 1	5 50
Blenheim	4 50 5 00
Wealthy (in bbls.), No. 1	7 00
Do., Do., No. 2	5 50
Greenings, No. 1	5 50
McIntosh Reds (best)	8 00 9 00

Gravensteins, No. 1	4 00	5 00
Fameuse, No. 1	7 50	8 00
Spys	7 00	
Russets	6 00	
Kings, No. 1	6 00	
Do., No. 2	5 50	
Wagners	5 25	6 00
Apples (in boxes)	3 50	
Bananas (fancy large), bunch	4 50	
Cranberries, bbl.	16 00	
Do., gal.	0 75	
Grapes—		
Spanish Almeria, keg (heavy)	11 00	
Do., (med.)	10 00	

Tokays	3 00	4 75
Malagas	2 50	
Emperor, keg	5 50	7 50
Grapefruit (fancy Porto Rico)	4 50	4 75
80, 96, 112		
Lemons (fancy new Malagas)	6 00	8 00
Lemons (California)	6 00	8 00
Pears, Cal., eating, small box	4 00	
Pears, California (110 size)	5 50	
Oranges, Porto Rico	5 00	
Oranges, Florida	5 50	
Evergreen, bunch	2 00	2 25
Holly (crowns), doz.	1 50	

Tins, 3-lb. table grade, case 2 doz., Barbadoes	6 75
Tins, 5-lb., 1 doz. to case, Barbadoes	5 30
Tins, 10-lb., ½ doz. to case, Barbadoes	5 20
Tins, 2-lb., baking grade, case 2 doz.	5 50
Tins, 3-lb., baking grade, case of 2 doz.	7 40
Tins, 5-lb., baking grade, case of 1 doz.	
Tins, 10-lb., baking grade, case of ½ doz.	
West Indies, 1½, 48s	6 95

ONTARIO MARKETS

TORONTO, Dec. 18.—The sugar outlook is much improved it would appear, as the restrictions on its use have very largely been lifted or will be by January 1. Higher prices have been issued this week on pancake flour, buckwheat flour and wheat flakes. Grape fruit is slightly easier in price but oranges show little change. Apples are firm and cranberries have stiffened somewhat. Raisins are slightly easier in some quarters with some improvement in supplies reported.

Sugar Restrictions Lifted; Outlook Better

Toronto.

SUGAR.—The trade as a whole will welcome the news that the ban on the use of sugar generally has been lifted or will be lifted by January 1. Refiners are looking forward to the time when they will be able to take care of increased business which will very likely result from the removal of restrictions and the consensus of opinion is that they will be in a position to take care of orders quite promptly. The text of the order is shown elsewhere in this issue. There has been a very heavy demand for icing sugar during the past couple of weeks and refiners have been experiencing great difficulty in meeting the demand. It will not be long, however, before conditions more resembling normal will be general.

Atlantic, extra granulated	10 36
St. Lawrence, extra granulated	10 31
Acadia Sugar Refinery, extra granulated	10 36
Can. Sugar Refinery, extra granulated	10 26
Dom. Sugar Refinery, extra granulated	10 31

Canada Sugar differentials: 50-lb. sacks, 10c over 100-lb. 20-lb. gunnies, 25c advance; 10-lb. gunnies, 40c advance; 5-lb. cartons, 50c advance; 2-lb. cartons, 60c advance. St. Lawrence differentials: In 25-lb. gunnies, 25c over 100 lb.; 20-lb. gunnies, 40c advance; 10-lb. gunnies, 50c advance; 5-lb. gunnies, 60c advance; 5-lb. cartons, 60c advance; 2-lb. cartons, 70c advance. Atlantic differentials: 20-lb. bags, 40c advance over 100 lb.; 10-lb. gunnies, 50c advance; 5-lb. cartons, 50c advance; 2-lb. cartons, 70c advance. Acadia 100 lbs.; 10-lb. gunnies, 45c advance; 5-lb. cartons, 45c advance; 2-lb. cartons, 50c advance. Barrels of granulated and yellow may be had at 5c over above prices, which are for bags. Fancy sugars make a corresponding increase when put up in small packages. No. 1 yellow is 30 to 40c per 100 lbs. under granulated. No. 2 yellow is 10 to 20c per 100 lbs. under No. 1 yellow, and No. 3 yellow 20c to 30c less than No. 1.

Pancake Flour Higher; Jelly Powders Down

Toronto.

PANCAKE FLOUR.—There has been an advance made in the price of White Swan Pancake Flour, the new quotations which are being named to the trade being \$1.65 per dozen. There has also been a revision upward in buckwheat flour, the quotations being to-day \$1.95

per dozen. Wheat flakes have followed the upward trend and are quoted at \$2.60 per dozen.

There has been a slight decline in some lines of jelly powders this week, the lifting of the restrictions on sugar with the better manufacturing conditions which may be expected as a result being a factor. The decline amounts to 15c, some lines which have been selling at \$1.50 being down to \$1.35 per dozen.

Molasses Holding Firm; Syrups Steady

Toronto.

MOLASSES, SYRUPS.—Quotations received from primary points on Barbadoes and West India molasses indicate that quotations there are still being held at a very high level. As far as the actual gallonage or poundage of these two are concerned, there is no question but that the high price has curtailed consumption. However, indications are that it will be some time before values will recede materially. An advance in gingerbread molasses is reported in some quarters, 24, 2s being quoted at \$4 per case.

There is nothing new to report in syrups. The demand continues to represent a very satisfactory total for this season of the year and as the grain market manages to hold up fairly well there is no present indication of any decline in values.

Corn Syrups—

Barrels, per lb.	0 07½
Cases, 2-lb. tins, yellow, 2 doz. in case	4 80
Cases, 5-lb. tins, yellow, 1 doz. in case	5 40
Cases, 10-lb. tins, yellow, ½ doz. in case	5 10
Cases, 2-lb. tins, white, 2 doz. in case	5 30
Cases, 5-lb. tins, white, 1 doz. in case	5 90
Cases, 10-lb. tins, white, ½ doz. in case	5 60
Half barrels, ¼c over bbls.; ¼ bbls., ½c over bbls.	

Cane Syrups—

Barrels and half barrels, lb.	0 08	0 08½
Cases, 2-lb. tins, 2 doz. in case	7 00	

Molasses—

Fancy, Barbadoes, barrels	1 05	1 10
Choice Barbadoes, barrels	0 95	1 00
West India, ½ bbls., gal.	0 55	
West India, No. 10, kegs	6 50	
West India, No. 5, kegs	3 25	
Tins, 2-lb., table grade, case 2 doz., Barbadoes	4 90	

Canned Goods Quiet; Salmon Situation Cleared

Toronto.

CANNED GOODS.—There have been no new developments in the situation on canned goods during the week. Retailers are only buying what they need and there is no indication that the movement is heavy. This is a seasonable condition and no market increase in sales is looked for for some little time. Quotations have been named on Hawaiian sliced pineapple, the No. 2 20 oz. tins in cases of 2 dozen being quoted at \$3.50 per doz., and No. 1 9 oz. flat tins in cases of four dozen selling at \$2.25 per dozen. It is understood that the situation in salmon has at last been made clear, prices being agreed upon and arrangements for disposal of the balance of the pack progressing satisfactorily. There is no provision for a better allotment to the Canadian trade of the best grades, the commandeered order as outlined in these columns some time ago standing intact.

Salmon—

Sockeye, 1s. doz.	4 00	4 50
Sockeye, ½s. doz.	2 40	2 50
Alaska reds, 1s. doz.	3 75	3 85
Chums, 1-lb. talls	2 35	2 60
Do., ½s. doz.	1 35	1 45
Pinks, 1-lb. talls	2 25	2 60
Do., ½s. doz.	1 35	1 50
Cohoese, ½-lb. tins	1 85	1 90
Cohoese, 1-lb. tins	3 45	3 75
Red springs, 1-lb. talls	3 65	3 95
White springs, 1s. dozen	2 30	2 35
Lobsters, ½-lb. doz.		3 75
Pilchards, 1-lb. talls, doz.	1 90	2 15

Canned Vegetables—

Beets, 2s	1 90	2 30
Tomatoes, 2½s	1 80	2 10
Peas, standard	1 50	1 95
Peas, early June	1 67½	2 25
Beans, golden wax, doz.	2 00	2 10
Asparagus tips, doz.	3 42½	3 45
Asparagus butts	2 00	2 02½
Corn, 2s. doz.	2 40	2 60
Pumpkins, 2½s	1 80	2 00
Spinach, 2s. doz.		1 90
Do., 2½s. doz.	2 52½	2 55
Do., 10s. doz.	7 55	7 57½
Succotash, 2s. doz.	2 30	2 35
Pineapples, sliced, 2s. doz.	3 20	3 50
Do., shredded, 2s. doz.	3 00	3 02½
Rhubarb, preserved, 2s. doz.	2 07½	2 10
Do., preserved, 2½s. doz.	2 65	2 67½
Do., standard, 10s. doz.	4 50	4 52½

Cherries, 2s	2 75	2 90
Peaches, 2s		2 97½
Pears, 2s	2 35	2 87½
Plums, Lombard, 2s	1 97½	2 22½
Plums, Green Gage	2 17½	2 37½
Raspberries, 2s, H.S.		4 50
Strawberries, 2s, H.S.		4 50
Blueberries, 2s	2 10	2 35

Preserved Fruits, Pint Sealers—

Peaches, pint sealers, doz.	3 40	3 45
-----------------------------	------	------

Jams—

Apricot, 4s. each		0 84
Black currants, 16 oz., doz.	3 40	3 90
Do., 4s. each		0 98
Gooseberry, 4s. each		0 84
Peach, 4s. each		0 82
Red currants, 16 oz., doz.		3 45
Raspberries, 16 oz., doz.	3 40	4 25
Do., 4s. each	0 98	1 10
Strawberries, 16 oz., doz.	3 90	4 25
Do., 4s. each	1 08	1 10

Raisins Shaded; Fair Sorting Business

Toronto.

DRIED FRUITS.—There is little to report in the situation on dried fruits. There is a tendency to shade prices on some lines of raisins, as they become more plentiful. This is shown in a drop of 2 cents per pound in Thompson's seedless in 25-pound boxes bulk, which are quoted now at 14 cents per pound. G. & S. seedless in 15 oz. packages are quoted at 14½ cents per package in one case lots and in 5 case lots 14¼ cents. Sunmaid seeded raisins in 15 oz. packages are being quoted at 15 cents per package. There is a fair amount of sorting business in all lines which might be turned over for the holiday trade, such as figs and Spanish raisins, of which there are a few available.

Apples, evaporated, Ontario	0 16½	0 17
Apricots, unpeeled	0 16½	0 16½
Do., fancy, 25s	0 30	0 30
Do., choice, 25s	0 25½	0 27
Do., standard, 25s	0 22½	0 26
Candied Peels, American—		
Lemon	0 43½	0 43½
Orange	0 45½	0 45½
Citron	0 53	0 53
Currents—		
Grecian, per lb.	0 26	0 28
Australians, re-cleaned, ½ cs, lb.	0 25	0 27
Dates—		
Excelsior, kgs., 3 doz. in case	6 50	6 75
Dromedary dates, 3 doz. in case	7 50	7 75
Figs—		
Taps, lb.	0 13	0 14
Malagas, lb.	0 14	0 14
Comadre figs, mats, lb.	0 13	0 14
Cal., 4 oz. pkgs., 70s, case	5 00	5 00
Cal., 8 oz., 20s, case	3 25	3 25
Cal., 10 oz., 12s, case	2 25	2 25
Prunes—		
30-40s, per lb.	0 18	0 18
40-50s, per lb.	0 19	0 19
50-60s, per lb.	0 16½	0 16
70-80s, per lb.	0 14½	0 16
80-90s, per lb.	0 13½	0 14½
90-100s, per lb.	0 12½	0 13
100-120s	0 10½	0 10½
Peaches—		
Standard, 25-lb. box, peeled	0 24	0 24
Choice, 25-lb. box, peeled	0 25	0 25
Fancy, 25-lb. boxes	0 22	0 22
Practically peeled, 25-lb. boxes	0 22½	0 22½
Extra choice, 25-lb. box, peeled	0 26	0 26
Raisins—		
California bleached, lb.	0 17	0 18
Seedless, 15 oz. packets	0 14½	0 14½
Seeded, fancy, 1-lb. packets	0 15½	0 16
Seeded, 15 oz. packets	0 15	0 15
Seedless, Thompson's, 25s	0 14	0 16
Seedless, 16-oz. packets	0 16	0 16
Do., Bakers, Thompsons	0 16	0 17½
1 Crown Muscatels, floated, 50s	0 14	0 14
Spanish, Connoisseurs, ¼ boxes	2 00	2 00

Tea Quiet, Some Shading of Prices

Toronto.

TEAS.—The market is just a little dull at the present time, there being comparatively little buying interest, and it is indicated that some of the common grades of tea are being shaded slightly to induce a better movement. It is indicated in advices from New York that lack of shipping space is holding up export sales which were figured on as being possible in very good volume. Some improvement may develop at a later date.

Ceylon and Indias—		
Pekoe Souchongs	0 46	0 48
Pekoes	0 48	0 56
Broken Pekoes	0 56	0 58
Orange Pekoes	0 58	0 60
Broken Orange Pekoes	0 60	0 62
Javas—		
Broken Pekoes	0 45	0 48
Japans and Chinas—		
Early pickings, Japans	0 50	0 50
Second pickings	0 40	0 48

Hyson Thirds, lb.	0 40	0 48
Do., Seconds	0 50	0 55
Do., sifted	0 50	0 62

Coffee Rules With Firm Undertone

Toronto.

COFFEE.—There is no indication yet of any recession in values on coffee. Primary points are very firm, and the tendencies as a whole point to a well maintained market. Cocoa is also held at very firm levels and a revision in prices shown below to higher levels would not come as any great surprise.

Coffee—		
Java, Private Estate	0 45	0 45
Java, Old Government, lb.	0 38	0 40
Bogotas, lb.	0 37	0 38
Guatemala, lb.	0 36	0 37
Maracaibo, lb.	0 34	0 35
Mexican, lb.	0 38	0 39
Jamaica, lb.	0 33	0 34
Blue Mountain Jamaica	0 48	0 48
Mocha, lb.	0 38	0 39
Mocha, Arabian, lb.	0 40	0 40
Rio, lb.	0 27	0 32
Santos, lb.	0 32	0 33
Santos, Bourbon, lb.	0 34	0 36
Ceylon, Plantation, lb.	0 38	0 39
Chicory, lb.	0 30	0 33
Cocoa—		
Pure, lb.	0 25	0 30
Sweet, lb.	0 20	0 24

LESS TEA IMPORTED IN PAST THREE MONTHS

It is stated that for the months of October to December, 1918, some 13,000,000 pounds less of tea were imported into Canada as related to the comparative period of 1917. This serves to indicate that the holdings here were quite ample without further increase and still some Canadian teas went to the States, and others have recently gone forward to Europe. If space can be secured for early shipments, orders, it is stated, are in hand here for quantities of teas on European account, and with the advantageous nearness of Canada and in view of the likely bareness of markets in Western European countries, stocks here may be reduced to a normal basis at an early date.

Market on Spices Holding Steady

Toronto.

SPICES.—There seems to be comparatively little buying interest just now and the market is holding steady without any quotable change. Dealers are getting ready for stock-taking and letting their stock run down to minimum levels.

	Per lb.	
Allspice	0 18	0 25
Cassia	0 33	0 45
Cinnamon	0 45	0 60
Cayenne	0 30	0 35
Gloves	0 75	0 85
Ginger	0 30	0 45
Herbs—sage, thyme, parsley, mint, savory, marjoram	0 40	0 70
Pastry	0 28	0 40
Pickling spice	0 22	0 30
Mace	0 90	1 10
Peppers, black	0 44	0 46
Peppers, white	0 50	0 55
Paprika, lb.	0 60	0 65
Nutmegs, selects, whole, 100s	0 45	0 50
Do., 80s	0 55	0 55
Do., 64s	0 60	0 65
Mustard seed, whole	0 40	0 55
Celery seed, whole	0 75	0 75
Coriander, whole	0 25	0 35
Caraway seed, whole	0 90	1 00
Tumeric	0 30	0 30

Cream of Tartar—		
French, pure	1 00	1 10
American high test		
2-oz. packages, doz.	2 00	2 00
4-oz. packages, doz.	3 50	3 50
8 oz. tins, doz.	6 75	6 85
Tartarine, barrels, lb.	0 21	0 21
Do., 8 oz., doz.	1 75	1 75
Do., 16 oz., doz.	3 25	3 25

Nut Markets

Fairly Steady

Toronto.

NUTS.—The markets on nuts show a fairly steady tone. There are some advices that indicate almonds and filberts abroad have stiffened materially, but how great an effect this may have on conditions here is uncertain. No immediate change is looked for, though there is really a firmer feeling in these two lines.

Almonds, Tarragonas, lb.	0 28	0 32
Butternuts, Canadian, lb.	0 08	0 08
Walnuts, California, lb.	0 40	0 42
Walnuts, Grenobles, lb.	0 38	0 36
Walnuts, Bordeaux, lb.	0 34	0 35
Filberts, lb.	0 20	0 23
Pecans, lb.	0 30	0 30
Cocoanuts, Jamaica, sack	9 00	9 50
Peanuts, Jumbo, roasted	0 24	0 25
Brazil nuts, lb.	0 30	0 32
Shelled—		
Almonds, lb.	0 45	0 50
Filberts, lb.	0 38	0 45
Walnuts, lb.	0 73	0 77
Peanuts, Spanish, lb.	0 17	0 18
Do., Chinese, 30-32 to oz.	0 14	0 15
Brazil nuts, lb.	0 30	0 35

Little New in

Bean Outlook

Toronto.

BEANS.—There is practically no interest whatever being shown in beans. Stocks, such as they are, are sufficient for all the requirements of the trade, and the lowering of prices which has been indulged in to a slight extent in some quarters has not resulted in any large movement to the trade. The range of quotations to-day follows:

Ontario, 1-lb. to 2-lb. pickers, bu.	6 00	6 75
Do., hand-picked	7 00	7 00
Can. White Kidney Beans, bush.	8 40	9 00
Japanese Kotoshi, per bush.	7 00	7 00
Rangoons, per bushel	6 00	6 00
Limas, per pound	0 17½	0 17½

U. S. Interests

Move Tapioca; Firm

Toronto.

RICES.—It is understood that there has been some movement of tapioca from Vancouver to Eastern Canadian points. There has been a considerable amount held by United States importers pending the removal of the embargo which exists against the import of this to the United States, and as it is now expected that this embargo may be removed at any time, those holding stocks at Vancouver have started them on their way to Eastern Canadian points so that they can be diverted to Eastern United States points immediately the embargo is lifted.

Rices are moving forward fairly well, but this is not a particularly active time for rice. The trade is well supplied with stocks and there is no indication of a marked shortage of any particular grade.

Texas, fancy, per 100 lbs.	12 50	13 00
Blue Rose Texas, per 100 lbs.	12 75	13 50
Honduras, fancy, per 100 lbs.	13 00	13 50
Siam, fancy, per 100 lbs.	10 50	11 50
Siam, second, per 100 lbs.	10 00	11 00

Japans, fancy, per 100 lbs.	11 00	12 00
Japans, second, per 100 lbs.	10 00	11 00
Chinese XX, per 100 lbs.	9 00	10 50
Do., Simiu	13 00	
Do., Mujin, No. 1	12 00	
Do., Pakling	11 50	
Tapioca, per lb.	0 14½	0 15
White Sago	0 14½	0 16

Market Steady on Package Goods

Toronto.

PACKAGE GOODS.—There is really nothing new to report in the situation this week. The market is ruling with a very steady tone and there have been no price changes to report. Supplies are very good and whereas trade just at the present time is a little quiet some improvement is looked for after the turn of the new year.

PACKAGE GOODS

Rolled Oats, 20s round, case ...	\$5 60
Do., Do., 20s square, case ...	5 60
Do., Do., 36s, case ...	4 00
Do., Do., 18s, case ...	2 00
Corn Flakes, 36s, case ...	4 00
Shredded Wheat, 36s, regular, case ...	4 50
Cooker Package Peas, dozen ...	1 50

Honey Holds in Unchanged Position

Toronto.

HONEY, MAPLE SYRUP.—There is nothing to be added to the situation on honey. The demand is light and supplies are heavy. This, however, has not had the effect of bringing prices down to any extent, although it is understood that honey perhaps could be bought to-day on a lower basis than that at which the majority of stock now held was purchased. There are some sales of maple syrup being made, but these are not a very big factor at the present time. Quotations are unchanged for the week.

Honey—		
Clover, 2½-lb. tins	0 29	0 30
5-lb. tins	0 28	0 30
10-lb. tins	0 28	0 30
60-lb. tins	0 27	0 28½
Comb. No. 1, fancy, doz.	3 75	4 25
Do., No. 2, doz.		3 00

Maple Syrup—		
No. 1, 10-lb. tins, 6 to case ...	15 10	
No. 2, 5-lb. tins, 12 to case ..	17 10	
No. 3, 2½-lb. tins, 24 to case ..	18 50	
No. 3, 32-oz. bottles, 24 to case	16 70	
Gallon tins, Imperial, per gal.	2 25	
5-gallon tins, Imperial, per tin ..	10 50	
Barrels, 25 or 40 Imp. gals., gal.	2 00	

Grape Fruit Slightly Easier; Oranges Steady

Toronto.

FRUITS.—There is just a little easier tone to the market on grapefruit during the week. Quotations locally have come down about 25 to 50 cents per case. Oranges are coming along in very fair supply and the California navels, 80s, being quoted at \$4.50 per case, the 96s and 100s at \$5; the 126s at \$6; 150s, 176s, 200s, 216s, and 250s, ranging in price from \$6.50 to \$7. There are still some Mexicans available, and these are being quoted at \$3.50 per box, which represents a decline of 50 cents over last week's figure. Tangarines range in price from \$4 to \$4.25 per box. The apple market remains very firm, supplies being fairly good to meet the present demand. City trade on fruits has been a

little quiet during the last few days, whereas country business has been very good. City business is expected to show vast improvement all this week.

Apples—

11-qt. basket	0 30	0 50
Do., B.C., McIntosh Reds, box ..	2 85	3 00
Do., B.C. Jonathans, box	3 25	3 40
Do., Rome Beauty, box	3 25	3 50
Do., Winesaps, box		3 25
Do., Spys, box	2 00	3 25
Do., Greenings, box	2 15	2 25
Do., Baldwins, box	2 15	2 25
Do., in Barrels. No. 1 No. 2 No. 3		

Greenings .. .	5 50-6 00-5 00-4 00	
Baldwins .. .	5 50-5 00-4 00	
Spys .. .	7 00-7 50-6 00-4 50	
Russets .. .	5 50	4 50

Tolman Sweets	No. 1 No. 2	
	6 00	5 00
Bananas, per lb.	0 07	0 07½
Cranberries, late Jerseys, bbls....		14 00
Do., Late Howes, bbl.		15 00

Grapes—		
Do., Malagas, bbl.	10 00	13 00

Grapefruit—		
Florida, 36s, 46s	4 25	
Do., 54s, 64s, 70s	4 50	4 75
Do., 80s, 96s	4 75	5 00

Oranges—		
Florida, 80s, 96s, 126s,		4 00
Do., 150s		5 00
Do., 176s, 200s, 216s, 250s		5 50
Do., 288s, 324s		4 00
Florida Tangerines, all sizes, ½ box	4 00	4 25
California navels, 80s		4 50
Do., 96s, 100s		5 00
Do., 126s		6 00
Do., 150s, 288s, 324s		6 50
Do., 176s, 200s, 216s, 250s....	6 75	7 00
Mexicans, all sizes		3 50
Lemons, Cal., case	5 50	6 00

Potatoes Somewhat Firm; Onions Easy

Toronto.

VEGETABLES.—Potatoes have firm up again this week, Ontario's going up to \$1.60-\$1.65 per bag, and N. B. Delawares being quoted at \$1.85-\$2.00. Onions are somewhat easier in tone, 75 lb. bags selling at \$1.50-\$1.75 and 100 lb. bags around \$2. Fresh supplies of lettuce, celery and beans are reported coming and prices range at fairly high levels. The demand for tomatoes, cucumbers, melons and endive is expected to be fairly heavy for the Christmas trade.

Beans, green, hamper	4 50	5 00
Cabbage, Can., bbl.	1 25	1 50
Carrots, bag	0 75	1 00
Celery, crates	3 25	3 50
Do., Fancy Thedford, case	4 50	5 00
Cucumbers, doz.		3 50
Endives, dozen		1 25
Lettuce, head, hamper	3 50	4 00
Do., leaf, dozen	0 30	0 35
Melons, Casaba, 6-8 to case, case ..		2 75
Mushrooms, 3-lb. boxes		3 00
Onions, Can. Yellow, 100-lb. bag.	2 00	2 25
Do., green, Shallots, doz.		1 00
Parsnips, bag	1 00	1 25
Potatoes, sweet kiln dried, hamper ..	3 00	3 10
Potatoes, Ontario, bag	1 60	1 65
Do., N.B. Delawares, bag	1 85	2 00
Tomatoes, Hothouse, lb.	0 30	0 35
Turnips, bag		0 75

New Developments Lacking in Flour

Toronto.

FLOUR.—New developments are conspicuous by their absence in the flour market this week. Trading is dull, retailers letting their stocks run down to a minimum until after stock-taking time. Prices are steady and unchanged.

FLOUR

Government Standard, 74% Extraction.	
Manitoba Wheat Flour, in carload shipments, on track, bbl.	\$11 25

Sales Mill Feeds Quite Active

Toronto.

MILL FEEDS.—There is quite an active demand being maintained for mill feeds, and whereas there does not seem to be any shortage, there isn't any accumulation of stocks. Prices hold unchanged.

MILL FEEDS—

	In carlots, track
Bran, per ton	\$37 00
Shorts, per ton	42 00

Cereals Quiet; Substitutes to Move?

Toronto.

CEREALS.—The market on cereals is quiet. The corn market continues to fluctuate but seems to be attaining a higher basis gradually. Oats show little marked change. There seems to be a prospect that substitute flours will be taken over. It is understood the Government has offered a price and has stated that supplies must be available at seaboard about February 15. The probable arrangement will be pooled cars from central accumulating points. Definite details are not available at present.

	Single Bag	Lots
	F.o.b. Toronto	F.o.b. Toronto
Barley, pearl, 98s	\$6 25	\$6 75
Barley, pot, 98s	5 00	5 20
Barley Flour, 98s	5 50	6 00
Buckwheat Flour, 98s	7 25	8 00
Cornmeal, Golden, 98s	5 15	6 00
Do., fancy yellow, 98s....	4 65	5 40
Corn flour, white, bbl.	9 80	10 35
Do., Government standard, bbl.	9 35	10 15
Hominy grits, 98s	5 50	6 60
Hominy, pearl, 98s	5 25	6 10
Rolled Oats, 90s	5 10	5 25
Oatmeal, 98s	5 85	6 00
Potato Flour, lb.		0 18
Oat Flour	5 50	6 20
Rolled wheat, 100-lb. bbl.	6 75	7 00
Rice Flour, per 100 lbs.	9 50	12 00
Rye Flour, 98s	6 50	7 25
Peas, split, lb.	0 07¼	0 09½
Blue peas, lb.	0 11	0 15

Above prices give range of quotations to the retail trade.

English Custards, Egg Substitutes to Come

Toronto.

CUSTARDS, EGG SUBSTITUTES.—There are some rays of hope breaking through to the trade as restrictions of one kind and another are lifted and conditions more resembling normal are allowed to operate. It is indicated that Alfred Bird & Son, English manufacturers of custard powders, blanc mange, egg substitutes, etc., have cabled to their Canadian representatives that the Government will now allow the shipment of limited quantities of their products. Confirmations of about 50 to 60 per cent. of orders placed late in 1916 and during 1917 have been received, and the feeling exists that the total amount of orders will be forthcoming before many months.

F. E. Hibbard, who occupies the premises formerly known as the Times Block, at Fort Frances, is making substantial changes in the store to increase its capacity and to improve the facilities for handling a growing business.

WEEKLY MARKET REPORTS BY WIRE

Statements From Buying Centres, East and West

Alberta Markets

FROM CALGARY, BY WIRE.

Calgary, Alta., Dec. 17.—Creamery butter advanced one cent, C. & S. coffee two cents pound; smoked and cooked meats are one-half cent a pound higher. Rolled oats are down ten cents. Tomatoes are \$3.75 to \$4.25. Navel oranges are quoted \$5.50 to \$7.50; there are no Floridas on the market. Lemons are quoted \$7.50 to \$8.00. Strawberries, twos, quoted at \$8.10 to \$8.50. Raspberries, twos, \$8.40 to \$8.75. A small shipment of Malaga table raisins has arrived and some Californias are expected this week. A recurrence of influenza epidemic threatens to interfere seriously with Xmas trade.

Beans, small white, per cwt.	10 50	12 00
Beans, small, ivory, lb.	0 07	0 08
Beans, Kootenashi	14 00	
Flour, 98s, per bbl.	10 70	
Rye flour, 49s, per bbl.	10 60	
Cornmeal, 24s, per bbl.	11 00	
Rolled oats, 80s	4 40	4 50
Rice, Siam, cwt.	9 25	10 00
Rice, China mat., No. 1		4 80
Do., No. 2		4 10
Tapioca, lb.	0 14	
Sago, lb.	0 14	
Sugar, pure cane, granulated, cwt.	11 02	
Cheese, No. 1, Ontario, large	0 28	0 29½
Butter, creamery, lb.	0 50	
Do., dairy, lb.	0 35	0 40
Lard, pure, 3s, per case		19 80
Eggs, new-laid, case		18 00
Eggs, No. 1 storage, case	16 00	16 50
Candied peel, lemon, lb.		0 34½
Do., orange, lb.		0 36½
Do., citron, lb.		0 39½
Tomatoes, 2½s, stand. case, spot.	3 75	4 25
Corn, 2s, case	4 80	5 00
Peas, 2s, standard case		3 50
Apples, gal., Ontario, case	2 20	2 85
Strawberries, 2s, Ontario, case	8 10	8 50
Raspberries, 2s, Ontario, case	8 40	8 75
Cherries, 2s, red, pitted		6 40
Apples, evaporated, 50s, lb.		0 18¾
25s, lb.	0 26	0 29
Apricots, evaporated, lb.	0 18	0 20
Peaches, evaporated, lb.		4 75
Peaches, 2s, Ontario, case	9 00	10 25
Salmon, pink, tall, case	16 50	16 75
Salmon, Sockeye, tall, case		18 50
Do., halves		33 00
Potatoes, per ton	5 50	7 50
Oranges, navels		7 50
Oranges, Florida	7 50	8 00
Lemons, case	5 50	7 50
Grapefruit		

Saskatchewan Markets

FROM REGINA, BY WIRE.

Regina, Sask., Dec. 17.—There was a marked decrease in some lines here during the week, notably on rolled oats, which dropped 50 cents on bales of eights. Rye and beans were also among the staples which tumbled a little. This

is explained by the removal of extra marine risks, which importers formerly had to pay, because of the submarine danger to shipping. The Christmas season trade is marked by the absence of lines such as Spanish raisins, and a scarcity of other dried fresh fruits. Oranges have arrived, but are very high and there is not much demand for them. Milk continues to be a real problem, but there is no change in price. Salmon is another scarce commodity, especially Sockeye, which is not listed, the wholesalers being unable to obtain a supply. There is a quantity of the lower grades, however, on the market. There is plenty of fowl, chicken, geese, ducks and turkeys for the local supply, though prices are higher than in former years. All jobbing houses report a brisk trade with many lines, such as nuts, oranges, bananas, and some candy lines out of stock completely. Beans, small white, bus., \$6.50; beans, Lima, pound, 15c to 16c.

Beans, small white Japans, bu.	6 50
Beans, Lima, per lb.	0 15
Flour, standard, 98s	5 45
Rolled oats, bails	1 35
Rice, Siam, cwt.	8 75
Sago, lb.	0 13
Tapioca, lb.	0 15
Sugar, pure cane, gran., cwt.	10 99
Cheese, No. 1 Ontario, large	0 30
Butter, creamery	0 53
Lard, pure, 3s, per case	18 80
Bacon, lb.	0 47
Eggs, new-laid	0 75
Eggs, storage	0 55
Pineapples, case	5 75
Tomatoes, 3s, standard case	4 25
Corn, 2s, standard case	4 50
Peas, 2s, standard case	3 75
Apples, gal., Ontario	2 60
Apples, evaporated, per lb.	0 18
Strawberries, 2s, Ont., case	8 50
Raspberries, 2s, Ont., case	8 70
Peaches, 2s, Ontario, case	5 50
Plums, 2s, case	4 00
Salmon, finest Sockeye, tall, case	
Salmon, pink, tall, case	10 25
Pork, American clear, per bbl.	41 00
Onions, ton	59 00
Potatoes, bushel	1 15
Apples, Washington, box	2 50
Pears, Washington, box	4 00
Grapefruit	6 00
Cranberries, bbl.	15 00
Florida oranges	6 50
California oranges	10 00
Pineapples	5 75
Cranberries, bbl.	15 00

New Brunswick Markets

FROM ST. JOHN, BY WIRE.

St. John, N.B., Dec. 17.—While retailers are busy with Christmas rush, jobbers are entering upon quietest period of year, which extends through January. Business has been good and merchants have no complaints. Even deliveries have been reasonably satisfactory so far this winter, with absence of

usual congestion on railways. Fresh eggs have reached record price, 70c; cheese higher, 30 to 31c; American clear pork again advanced, \$59 to \$65; Florida oranges are lower, being quoted \$6 to \$7 a case.

ST. JOHN, N.B.:

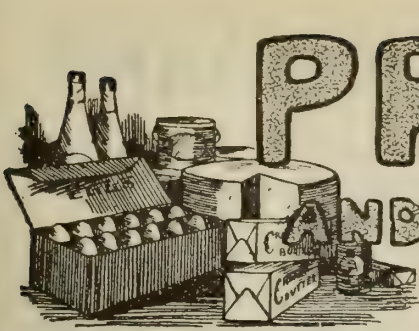
Flour, No. 1 patents, bbls., Man.	\$12 65
Cornmeal, gran., bags	7 00
Cornmeal, ordinary, bags	3 65
Sugar—	
Standard, granulated	10 35
No. 1, yellow	9 85
Cheese, N.B., twins	0 30
Eggs, fresh, doz.	0 70
Eggs, case	0 55
Breakfast bacon	0 38
Butter, creamery, per lb.	0 48
Butter, dairy, per lb.	0 45
Butter, tub	0 43
Margarine	0 33
Lard, pure, lb.	0 35
Lard, compound	0 28
American clear pork	59 00
Beef, corned, 1s	4 90
Tomatoes, 3s, standard, case	4 40
Raspberries, 2s, Ont., case	8 80
Peaches, 2s, standard case	6 00
Corn, 2s, standard case	4 90
Peas, standard case	3 30
Apples, gal., N.B., doz.	4 00
Strawberries, 2s, Ont., case	6 20
Salmon, Red, spring, cases	
Pinkie	11 00
Cohoos	14 50
Chums	8 50
Evaporated apples, per lb.	0 16½
Peaches, per lb.	0 22
Potatoes—	
Natives, per bbl.	3 50
Onions, Can., 75-lb. bags	1 90
Lemons, Cal.	6 50
Oranges, Cal., case	6 00
Oranges, Florida	6 00
Grapefruit, case	6 00
Bananas, per lb.	0 09
Apples, N.S.	2 00

WHEAT MAY NOW BE USED FOR POULTRY FEED

Wheat may now be purchased or sold for milling or for the feeding of poultry as in pre-war times. The later order-in-council was a definite repeal of the wartime restrictions.

QUEBEC FRUIT GROWERS DECIDE TO ADVERTISE

Quebec fruit growers are convinced that it pays to advertise. At the convention of the Pomological and Fruit Growing Society held last week at MacDonald College this was one of the big questions considered, and many of the members felt that a campaign of publicity was essential to the best interests of fruit growing in this province and carried a strong resolution embodying this sentiment and conviction. Their publicity programme will be carried out in advance of the season next year to acquaint the citizens generally of the advantages of their own fruits. Altogether the meeting this year was an important and an enthusiastic one.



PRODUCE AND PROVISIONS

Large Xmas Sales in Hams and Bacons

Montreal Store Has Found These Big Sellers at Christmas Season—Display Important Factor—Choicest Selections Offered—Advantage Over Poultry With Many Customers—The Value of Suggestion

FRASER-VIGER and Co., Ltd., St. James street, Montreal, have sold a lot of choice hams and bacons each Christmas. Now when the prices of poultry are so high, and notwithstanding the fact that hams and cured meats also are expensive, the argument is in favor of the purchase of the cured meat. Such, at least, is the opinion of Chas. P. Macklaier, the manager. In speaking with Mr. Macklaier he stated that they had made this line a big seller, and that the real substance within a choice ham, for instance, would spread out over many meals, whereas a turkey was usually spent after one meal. In point of fact it was thought that Xmas sales would beat those of some Easter seasons for these two lines of provisions.

Inducing Sales

The Fraser-Viger stores have been located in Montreal for many years. They have catered to the best trade, and one of the outstanding features which has ever been safely guarded is that of maintaining a high and uniform quality. This has enabled them not only to hold customers of years' standing, but to secure a large number of new patrons who wanted a uniform and high grade of groceries. This, in large measure, must account for the excellent, large connection which the store has been able to hold so long. For the location is somewhat of a handicap, being on a financial street where a limited number of "shoppers" congregate, as compared with the larger retail section of Montreal. It is a strong argument for the service and high standards which this company has maintained, and while a considerable business comes to the store direct, many orders come over the telephone.



**This Year is Peace
Christmas**

**The Most Memorable Christmas
Of Our Generation**

The Allies have won—righteousness is still supreme—and we are about to enjoy the best and most peaceful Christmas of our lives. Let the Kavanagh Provision Company help you enjoy

Your Christmas Dinner

You will find here everything necessary for such enjoyment. We are Headquarters for Turkeys, Geese, Chickens, Mince Meats, Cranberries, Puddings, etc. Western Beef and Ontario Lamb. Hams and Bacons of the highest quality can be secured. Dried's Sausages for breakfast are exceedingly palatable. Our prices are the lowest in the city—the quality of goods sold here is always the best.

We offer special prices to employers making Christmas gifts to employees or friends.

Poultry dressed and delivered free of charge throughout the city.

Kavanagh Provision Company

High Class Butchers and Provision Merchants

BLEURY ST., Cor. Ontario. License No. 9-690

T. 4200. T. 4221. Open till 9 o'clock every night next week.

Windows Big Factors

"I have stood and watched the expression of passersby as they looked into our window," said Mr. Macklaier. "It is really quite a study to observe the facial expressions and reminds me of the time when one was a boy, passing a tempting array of cream puffs or other dainties. The results have been immediate on many occasions, and it depends upon the hour of the day just what results follow. For instance, at the noon hour, and particularly between twelve and one o'clock, some will stop—look at the hams, bacon, cheese or sausage on display and forthwith come in and ask for some. It looks good and

has a specially strong appeal when the stomach is empty." There is a strong connection between a display of this nature and a hungry man or woman.

Care In Display

It is to be noted that the Fraser-Viger windows are carefully dressed, and this is a big feature of the selling program. They bring definite and direct results. They are one of the trade bringers on which the management relies continually, and while special effort is expended prior to the Christmas season, as well as before Easter and Thanksgiving Day and so on, the windows are never neglected.

Of course, the daily papers are used in advertising and space is used continuously, offering the choicest groceries obtainable.

CHRISTMAS ADVERTISING

This Christmas advertisement of the Kavanagh Provision Company, Bleury St., Montreal, is a very effective bit of advertising, introducing as it does the idea of peace and directly suggesting a time of better Christmas cheer which leads up to the suggestion of the goods the store has to sell.

T. EATON TO ERECT WAREHOUSE IN MONCTON, N.B.

The T. Eaton Co., Toronto, will on Feb. 1 commence in Moncton the construction of a reinforced concrete building, 240 feet wide and 260 feet long. It will be six storeys in height. It is expected to be completed by the middle of the summer. The building will be used as a distributing warehouse for the Maritime Provinces, and will employ between five and six hundred people.

Can Rural Fish Trade Be Developed

All Should Contribute in Developing Canada's Per Capita Consumption — Much Improvement Possible—What Grocer Can Do Toward Assisting—Importance of Advertising and General Publicity—Mailing Lists

IS IT possible to develop fish trade in the rural centres of Canada?

Will the farmer eat fish in reasonable quantities and dispose of the heavier meats that he has produced? Can the small storekeeper in the small town or country point sell fish profitably?

These questions were suggested in a conversation which CANADIAN GROCER had with a veteran fish man recently. He raised the question and partly answered it. That it is desirable to have every part of Canada contributing toward the development of her fishing industry is a big point which cannot be overlooked. Indeed it is quite reasonable to assume that the rural population should assist in the great task of increasing the per capita consumption of fish, but in order to do this it will be necessary to carry out a more or less active and extensive campaign of education.

Room for Improvement

That there is much scope for the development of this trade is not doubted. Just how it can be best done is open to thoughtful consideration.

As this informant pointed out, the average farmer would be better off for his own sake if he ate less heavy meat and more lighter food. To adopt a fish diet several times a week would perhaps be in his own interests. Aside from this the sale of his hogs and beef would bring him a large return with which he could supply himself with much more food in the form of fish, affording him an alternative diet that should be alike appealing and palatable.

The Grocer's Position

It may be argued: What has this to do with the grocer? The rural grocer very frequently can do much in the way of suggesting what his customer can use to advantage and at reasonable cost. He is a very great factor in the life of the community, and the very fact that some rural grocers have built up a very extensive trade is proof positive of the great influence that he may wield.

Has the rural grocer carried fish or even the grocer in the country town? Can he secure his supplies quickly enough to undertake the building up of a regular trade for fresh, frozen, pickled and cured fish? It is a question which each must answer for himself.

Is It Worth While?

Is there any profit to be made in fish and can I handle more? This is perhaps the logical query which an interested grocer would make in considering this matter. Others have made a success of fish selling and within reasonable

bounds it is safe to say that all can do so.

Already the rural merchants are selling lines of canned fish. Can he secure sale for shell and bulk oysters and other grades of fish as well as for the smoked and cured lines which are now selling? Perhaps the best way of making an adjunct to the present fish department is by considering it a separate phase of the business and assigning someone to the particular work of developing it. The beginning may be a modest one and it will likely require time to make progress. Attention will have to be called to the new lines constantly and perhaps customers should first be "sounded" as to whether they will take so much fresh or frozen fish each week if it is available. A canvass of the community could be made before any supplies were brought in and this is a point to be carefully considered before shipments are brought in. Once the feelings of customers are known, plans may be definitely laid.

Important Points, These

Before going into this matter extensively it would be necessary to provide facility for keeping the fish in prime condition, for there is no advantage in ordering fish unless it can be kept sound and saleable.

The Government has made it possible to secure fish cases at moderate cost. All who apply for these may obtain them at a cost of about \$10. Arrangements can be made ahead of time to get one of these, and it enables an interested party to make a creditable start.

It would be well to either circularize the customers, stating that the store is opening a fish department, or to run a series of definite advertisements outlining the store's policy regarding the handling of fish. In fact it might be a capital idea to have an "opening day." Planned publicity for this would include a couple of cotton signs on the delivery rig, circulars to a selected mailing list, a strong announcement in the town paper, and a good window display of the varieties of fish carried. And most important of all, an excellent display in the store with a white-appeared attendant.

Regular Shipments

To those who have not sold fresh and frozen fish, a word of caution will not be amiss. These days, when the consumer wants the best and is willing to pay for it, it is wise to provide the best and to have it when asked for. In ordering your fish, plan to have regular shipments reach you. If but one shipment can be handled each week, have that supply come with the least possible

delay. Get in touch with a reliable jobber and have him send you fresh fish without fail and ask him to ship it by express. It will be better to take less margin of profit and give the customer good, palatable fish, that to hold out for a long price, for it is in the volume of sales that this department will reveal eventual results.

Have a regular supply of ice and use this freely. In other words let customers know that when they receive a piece of fish from you it is ready for the oven or the frying pan. Many details can be worked out suited to the needs of your own business.

FISH MARKETING CAN BE MUCH IMPROVED

Last week Montreal was favored by a visit from members of the State Government of Massachusetts. Their mission to Canada was that of ascertaining the marketing of fish in some of the larger Canadian centres. While here, the civic authorities embraced the opportunity of tendering them a dinner at the Windsor Hotel, and to this representative members of the local and Dominion Fisheries organizations were invited.

During the course of the dinner various speakers touched upon topics related to the marketing of fish, and one speaker, Representative J. W. Allan, stated that sea fish was selling at a lower price in Canada than the same fish sold in Massachusetts.

Among the speakers who followed, J. A. Paulhus, a member of the Canadian Fisheries Association made the observation that the law of supply and demand would serve to regulate the price question, and that this would really take care of itself, while A. H. Brittain, president of this association stated that if more money were spent here in improving market conditions a marked reduction in fish prices would be possible. Mr. Brittain went so far as to suggest that prices might be very materially reduced and that if permission was given to take over the St. Antoine Market here and spend some \$200,000 on it fish would be available for the public at half its present cost.

BOARD OF TRADE

The Board of Trade Council decided to enter into a contract with General Foster, of the American Civic Bureau of New York, to reorganize the Board of Trade on considerably broader lines, having a permanent secretary. The proposal is to make the new body representative of every department of the city.

Produce, Provision and Fish Markets

QUEBEC MARKETS

MONTREAL, Dec. 18.—A very unsettled market for hogs is reported. There has been less lowering tendency here than in other markets, due to the active buying by packers. The trade in cured meats is active, and best grade hams and the better bacons are in active request from the retail trade. Ember Days have served to stimulate fish sales and a good demand is expected this week. Canadian oysters are scarce and the American produced shell oysters are now coming forward. Lard supplies are now better, and shortening is very active, although both are unchanged. A decided quietness is reported in margarine, and the sale of some grades has been reported at several cents under the market quotations.

Hogs Are Unsettled, Cured Meats Move

Montreal.

PROVISIONS.—The hog market is very unsettled this week and developments may be looked for in the way of an easing of prices. Outside markets have registered declines, but, while there was a slight easing here this did not bring a quotable change. There has been a very good demand from packers for all supplies and the country-killed hogs have supplied a considerable part of the local trade. The near approach of Christmas has developed a better trade for some cured meats, hams being very active in some of the retail sections.

Hogs, Dressed—			
Abattoir killed, small	25 00		
Do., heavy, 225-275 lbs.		24 50	
Hogs, live	18 25	18 50	
Hams—			
Medium, smoked, per lb.—			
(Weights) 16-25 lbs.	0 35	0 36	
Large, per lb. (wgh.) 25-35 lbs.	0 32	0 33	
Bacon—			
Plain	0 43	0 44	
Boneless, per lb.	0 46	0 47	
Bacon—			
Breakfast, per lb.	0 43½	0 44	
Roll, per lb.	0 33½	0 34½	
Dry Salt Meats—			
Long clear bacon, ton lots.	0 29	0 29½	
Long clear bacon, small lots.	0 29½	0 30	
Fat backs, lb.	0 29½	0 30	
Cooked Meats—			
Hams, boiled, per lb.	0 53	0 54	
Hams, roast, per lb.		0 54	
Shoulders, boiled, per lb.		0 46	
Shoulders, roast, per lb.		0 48	
Barrel Pork—			
Canadian short cut (bbl.)		\$56 00	
Clear fat backs (bbl.)		58 00	
Short cut clear pork (bbl.)		56 00	
Heavy mess pork (bbl.)		53 00	
Bean pork (bbl.)		52 00	

Better Lard Supply, Movement is Fair

Montreal.

LARD.—The price basis is without change. Supplies have been further augmented this week and are ample for the requirements. The demand is rather limited and sales are made frequently and in rather limited lots.

Lard, pure—			
Tierces, 400 lbs., per lb.	0 31	0 32	
Tubs, 50 lbs.	0 31½	0 32½	
Pails, 20 lbs., per lb.	0 31½	0 32½	
Bricks, 1 lb., per lb.	0 32½	0 34	

Shortening Holds, Active Sales Made

Montreal.

SHORTENING.—The market is steady and very active sales are reported. Steady prices prevail and these are without any change. All things considered, supplies are sufficient to meet requirements of the city and district trade.

Shortening—			
Tierces, 400 lbs., per lb.	0 26½	0 26¾	
Tubs, 50 lbs.	0 27	0 27¼	
Pails, 20 lbs., per lb.	0 27¼	0 27½	
Bricks, 1 lb., per lb.	0 28½	0 28¾	

Margarine Unsteady Under Light Demand

Montreal.

MARGARINE.—A very uneasy feeling has developed for margarine and this is attributed to the slowness of demand. The trade is not inclined to buy in any but small lots and it is stated that prices have been cut in some quarters in a desire to stimulate demand. One jobber stated that he had learned of sales being made at two to three cents under the prevailing market.

Margarine—			
Prints, according to quality, lb.	0 34	0 35	
Tubs, according to quality, lb.		0 30	

Good Butter Sales on Steady Basis

Montreal.

BUTTER.—While a steady price basis is maintained in this market there have been no changes during the week and the condition of trade has also continued steady and satisfactory. Receipts have naturally fallen behind, so many of the creameries being closed throughout the country. It is stated that very high prices have been paid in some quarters for various supplies of best creamery, 53½c being secured for a certain quantity at St. Hyacinthe last week.

Butter—			
Creamery prints (storage)	0 52	0 53	
Creamery solids (storage)	0 51	0 52	
Dairy prints, choice	0 44	0 45	
Dairy, in tubs, choice	0 42	0 43	

Firmness Rules Cheese, Local Sales Steady

Montreal.

CHEESE.—Prices are fully maintained for all grades of cheese, but there are no quotable changes. An active and steady demand will continue, it is expected, throughout the coming months of winter. Local and country orders have been satisfactory.

Cheese—			
Large, per lb.		\$0 28	
Twins, per lb.		0 28½	
Triplets, per lb.	0 27½	0 28	
Stilton, per lb.		0 30	
Fancy, old cheese, per lb.	0 29	0 30	

One Cent More For Storage Eggs

Montreal.

EGGS.—Another advance has been made for storage eggs, one cent being added to the price. This makes the range for selects, 54-55c per dozen, and for No. 1s, 50-51c. A greater supply of new-lays is now arriving and if this improvement becomes definite it will serve to relieve the heavy demands made on all storage stock. It is probable that the egg-producing centres of the United States may soon be marketing new stock, and upon this depends, very largely, the future of prices here. In the meantime storage eggs are in big demand.

New-lays	0 75	0 80
Selects	0 54	0 55
No. 1	0 50	0 51
No. 2		0 47

Poultry Prices Hold, Large Receipts

Montreal.

POULTRY.—Much poultry has come to hand the past week and the movement continues. Prices have held steady notwithstanding the large receipts, for it is now expected that the retail trade will begin to order heavily. Thus far they have not stocked up with heavy supplies of any line. Turkeys are very high and the sale for these is naturally a doubtful factor this year. Geese and ducks are in good demand and the supply is reasonably ample.

		Dressed
Chickens, roast (3-5 lbs.)		\$0 38
Chickens, roast (milk fed)		0 43
Broilers (3-4 lb. pr.)		0 40
DUCKS—		
Brome Lake		0 47
Young Domestic		0 38
Turkeys (old toms), lb.		0 43
Turkeys (young)	0 43	0 45
Geese	0 28	0 30
Old fowls		0 36

Special Fish Days Make Active Selling

Montreal.

FISH.—The arrival of Ember Days in Quebec Province has made for better fish sales. There are three of these days this week and the jobbers are looking for big business. Supplies are fairly good

of most varieties of fish. Canadian shell oysters are reported very scarce. There is a good trade in bulk oysters and prices are steady. There is still some difficulty reported with regard to delay in shipments.

FRESH FISH

Haddock	0 09	0 10
Steak Cod	0 10	0 13
Market Cod	0 08	0 09
Flounders	0 10	0 12
Prawns	0 30	0 32
Live lobsters	0 50	0 55

FROZEN FISH

Halibut, large and chicken	0 22	0 23
Halibut, medium	0 23	0 24
Haddock	0 08 1/2	0 09
Mackerel	0 16	0 17
Dore	0 15	0 16
Salmon Cohoes, Hd. and Dd.	0 22	0 23
Salmon Cohoes, round	0 17 1/2	0 18
Salmon, Qualla, Hd. and Dd.	0 14 1/2	0 15
Gaspe Salmon, per lb.	0 24	0 25
Whitefish	0 15 1/2	0 16
Whitefish, small	0 12	0 12 1/2
Pike, Headless and Dressed	0 11 1/2	0 13 1/2
Market Cod	0 07 1/2	0 08
Sea Herrings	0 08	0 09
Steak Cod	0 09 1/2	0 10
Smelts, No. 1, per lb.	0 17	0 18
Smelts, No. 2, per lb.	0 14	0 15
Smelts, extra large		0 24
Lake Trout	0 19	0 20
Tom Cods, per bbl.		5 00
Lake Herrings, bag, 100 lbs.		7 00
Alewives	0 07 1/2	0 08

SMOKED FISH

Haddies, 15 and 30 lb. boxes		0 16
Fillets, 15-lb. boxes	0 19	0 20
Bloaters, Yarmouth Mild	2 00	2 25

Kipperd Herrings, large, a box	0 40	2 50
Kipperd Herrings	0 50	3 25
Medium Smoked Herrings, box each		0 25

SALTED FISH

Codfish—		
Codfish, large brl., 200 lbs.		\$22 00
Codfish, No. 1, medium, brl., 200 lbs.		21 00
Codfish, No. 2, 200 lb. barrel		19 00
Pollock, No. 1, 200 lb. barrel		15 00
Codfish, strip boneless (30-lb. boxes) lb.		0 20
Codfish (boneless) (24 1-lb. cartons)		0 20
Codfish (Ivory) (2-lb. blocks, 20-lb. bx)		0 18
Codfish (boneless) (2-lb. size)		0 23
Codfish, Shredded (12 lbs. 24 pkgs.)		2 50

Pickled Fish—

Herrings (Scotia) barrel	14 50
Herrings (Scotia) 1/2 barrel	7 50
Salmon, Labrador (300-lb. tierces)	38 00
Salmon, Labrador (200 lbs.)	28 00
Sea Trout, Red (200 lb. barrels)	25 00
Turbot (200 lb. barrels)	18 00
Salmon, B.C. (200 lb. barrels)	26 00
Codfish tongues and sounds (lb.)	0 15
Eels, lb.	0 16

Oysters—

Cape Cod, per barrel	\$15 00
Batouche, per barrel	15 00
Scallops, gallon	4 00
Can No. 1 (Solids)	2 50
Can No. 3 (Solids)	7 25
Can No. 5 (Solids)	12 00
Can No. 1 (Selects)	3 00
Can No. 3 (Selects)	8 40

Sundries—

Crushed Oysters Shell, 100-lbs.	\$1 60
Paper Oyster Pails, 1/4-lb. per 100	2 25
Paper Oyster Pails, 1/2 per 100	1 75
Paper Oyster Pails, 1/16 per 100	1 25
Spiced Pigs' Feet, a dozen	0 75
Spiced Lamb Tongues, a dozen	0 75
Hard Shell Crabs, 1 1/4 to 1 1/2 each	0 20
Display package, for Oysters, each	6 00
Display package, for Fish, each	10 00

ONTARIO MARKETS

TORONTO, Dec. 18.—Live hogs are lower, the price for the week being named at \$18 per cwt., fed and watered basis. There has been a revision in many lines of dressed meats also, prices generally being slightly easier. Storage butter has firmed up 1c per pound, and higher prices are being asked for storage eggs, amounting to 1c per dozen. Turkeys and ducks are slightly firmer, while chickens and fowl have eased away. Christmas demands are very heavy now and requirements of the trade so far being met.

Live Hogs Lower; Meats Revised

Toronto.

PROVISIONS.—Live hogs came down to \$18.25 towards the end of last week and there seems to be every indication that the figure for this week will be another 25c lower at \$18 per cwt., fed and watered basis.

In cured meats the market seems just a little quiet at the present time. There is a slightly easier tendency in some lines, boneless backs being down somewhat and roll bacon being quoted 1c lower. Boiled hams at 51c per pound and dressed hogs at \$26.50 per cwt. show declines. The range of quotations follows:

Hams		
Medium		0 40
Large, per lb.	0 34	0 35
Backs—		
Plain	0 46	0 48
Trimmed, with rib in		0 46
Boneless, per lb.	0 51	0 52
Bacon—		
Breakfast, per lb.		0 43
Roll, per lb.		0 31
Wiltshire (smoked sides), lb.		0 37
Dry Salt Meats—		
Long, clear bacon, av. 50-70, lb.		0 30
Do., aver. 70-100, lb.		0 28
Fat backs		0 30

Cooked Meats—		
Hams, boiled, per lb.		0 51
Hams, roast, without dressing, per lb.	0 53	0 55
Shoulders, roast, without dressing, per lb.	0 50	0 52
Barrel Pork—		
Mess pork, 200 lbs.		47 00
Short cut backs, bbl., 100 lbs.		56 00
Pickled rolls, bbl., 200 lbs.	54 00	57 00
Hogs—		
Dressed, 70-100 lbs., weight		26 50
Live, off ears		18 25
Live, fed and watered		18 00
Live, f.o.b.		17 00

Fate of Lard Hangs in Balance

Toronto.

LARD.—It might well be said that the fate of the lard market hangs in the balance to some extent. The range of quotations now existing is wider than usual. 29 1/2c to 30 1/2c per pound being asked. However, there is big business in sight for Canadian dealers and when this is placed it is possible a stiffer feeling with a narrowing of the range toward higher level will be experienced. Sunnies are considered good for present demands of the trade.

Lard, tierces, 400 lbs., lb. \$0 29 1/2 \$0 30 1/2
In 60-lb. tubs, 1/4-1/2c higher than tierces, pails 1/4-3/4c higher than tierces, and 1-lb. prints, 1 1/2-1 3/4c higher than tierces.

Shortening Holds Steady and Firm

Toronto.

SHORTENING.—The market has held steady and firm during the week, no change in quotations of 25 1/2c to 26c per pound, tierce basis, being recorded. The demand is quite satisfactory and supplies ample.

Shortening, tierces, 400 lbs., lb. \$0 25 1/2 \$0 26
In 60-lb. tubs, 1/4-1/2c per lb. higher than tierces; pails, 3/4-1c higher than tierces, and 1-lb. prints, 1 1/2-1 3/4c higher than tierces.

Margarine Quiet; Demand Limited

Toronto.

MARGARINE.—There is no better tone to the market this week. The demand is still within narrow channels and prices have held at unchanged levels. The range of quotations to-day follows:

Margarine—

1-lb. prints, No. 1	\$0 33	\$0 35
Do., No. 2	0 31	0 33
Do., No. 3	0 27	0 28
Solids, 1c per lb. less than prints.		

Storage Creamery Up 1c; Good Demand

Toronto.

BUTTER.—There has been an advance of 1 cent per pound in the storage creamery butter. This brings quotations to-day for the prints up to 53 to 54 cents per pound. The demand for storage stock is very good and orders are being filled from ample stocks. The fresh made is not coming in any too freely and the movement to the trade is rather quiet. The range of prices now in effect follows:

Butter—

Creamery prints (storage)	0 53	0 54
Creamery solids (storage)	0 52	0 53
Creamery prints (fresh made)	0 55	0 57
Creamery solids (fresh made)	0 54	0 56
Dairy prints, fresh separator, lb.	0 50	0 51
Dairy prints, No. 1, lb.		0 48

New Laid Higher; Storage Eggs Up

Toronto.

EGGS.—Prices on new-laid eggs in cartons continue to move upwards. Quotations to the trade this week are being made at 78 cents per dozen. The other grades show very little change, although storage No. 1 are up one cent per dozen to 55 cents. The demand is considered satisfactory.

Eggs—

New-laid, in cartons, doz.		\$0 78
Storage, extras	0 58	0 60
Storage, No. 1, doz.		0 55
Splits and No. 2, doz.	0 45	0 47

Cheese Holds in Strong Position

Toronto.

CHEESE.—The tone to the cheese market is still very strong. Prices are still firmly maintained and the general range of quotations on the large cheese is 28 1/4 to 29 cents per pound. Stilton is held very firmly at 32 cents. The

demand is very good and being met from ample supplies.

Cheese -		
New, large	0 28½	0 29
Stilton (new)		0 32
Twins, ¼c lb. higher than large cheese.		
lets ½c lb. higher than large cheese.		

Chickens, Fowl Down; Turkeys Up

Toronto.

POULTRY.—Lower prices generally are in effect on chickens and fowl. The same condition may be said to apply to geese and old turkeys, although young turkeys have reached even higher levels. Ducks have advanced 2 cents per pound. Supplies of all lines are very good and dealers report a good supply of turkeys as having arrived during the past few days. Prices to the trade on turkeys are very high, quotations being made at 45 cents per pound.

Prices paid by commission men at Toronto:		
	Live	Dressed
Ducks, lb.	\$....-\$0 25	\$....-\$0 30
Geese, lb.	0 20	0 25-0 26
Turkeys, old, lb.	0 26-0 30	0 28-0 36
Do., young, lb.	0 34	0 41-
Roosters, lb.	0 19	0 20
Fowl, 4 to 5 lbs., lb.	0 19-	0 22-0 24
Fowl, over 5 lbs., lb.	0 23	0 24-0 26
Fowl, under 4 lbs., lb.	0 17-	0 20-0 22
Chickens, under 5 lbs., lb.	0 20-	0 26-
Chickens, over 5 lbs., lb.	0 23-	0 26-0 30
Chickens, over 5 lbs., milk fed, lb.		0 32
Prices quoted to retail trade:		
		Dressed
Hens, light	\$0 28	
Do., heavy	0 33	
Chickens, spring	0 33	
Ducks		0 34
Turkeys		0 45
Geese		0 28

Haddock Lower; Trout Also Down

Toronto.

FISH.—The big drive this week will be made on haddock and prices have declined to 8 to 8½c. per pound. Lower prices are also in effect on trout, quotations which are now being made to the trade ranging from 16 to 16½c per pound. As far as the other lines are concerned, there is very little variation from prices shown last week. Supplies are very good and the demand considered satisfactory. The range of prices on all lines is given herewith.

FRESH SEA FISH		
Cod Steak, lb.	0 12	0 13
Do., market, lb.	0 09	0 10
SMOKED FISH		
Haddock, lb.	0 10	
Bloaters, 50 Count, box.	2 25	
Cod, smoked, lb.	0 12	
Ciscoes, lb.	0 17	
Haddies, chicken	0 12	
Do., fillets, lb.	0 18	
Do., Finnian, lb.	0 15	
Herring, Kipperd, box	1 75	2 75
Shrimps, can		1 75
FRESH FROZEN SEA FISH		
Cod Steak, lb.	0 09½	0 10
Do., market, lb.	0 08½	0 09
Flat Fish, B.C., lb.	0 10	0 11
Flounders, lb.	0 08	0 10
Gaspereau, lb.	0 07½	0 08
Haddock, headless, lb.	0 08	0 08½
Do., heads on, lb.	0 09	0 09½
Do., small, lb.	0 08	0 08½
Halibut, medium, lb.	0 22	0 23
Do., chicken, lb.	0 21½	0 22
Do., large, lb.	0 21½	0 22
Herring, lb.	0 08	0 08½
Mackerel, lb.	0 14	0 16
Halibut, lb.	0 22	0 23
Salmon, Cohoe, lb.	0 20	0 21
Do., Qualla, lb.	0 14	0 15

Do., Red Spring, lb.	0 24	0 25
Do., Gaspe, lb.	0 24	0 25
Smelts, No. 2, lb.		0 12
Do., No. 1, lb.		0 18
Do., Extra, lb.		0 26
Tomcods, lb.	0 05	0 06
FROZEN LAKE FISH		
Herrings, Lake Superior	0 06	0 07
Mullets, lb.	0 06	0 06½
Pickrel, lb.	0 15	0 15½
Pike, round, lb.	0 09	0 09½
Trout, lb.	0 16	0 18
Tulibeas, lb.	0 09	0 09½
Whitefish, lb.	0 15	0 17

DRY AND PICKLED FISH		
Cod, Acadia Strip, box.		\$6 50
Do., Acadia Tablets, 1 lb., 20 to case	3 90	4 00
Do., Acadia Tablets, 2 lb., 12 to crate		5 25
Do., Halifax Shredded, box.		2 40
Herring, Labrador, bbl.	14 00	14 25
Do., Do., keg.	7 00	7 25
Do., Do., No. 4 size		5 60
Do., Do., No. 2 size		2 90
Do., Lake, keg	7 25	7 50
Imperial, 25 lbs., loose, case		3 50
Mackerel, salt, 20-lb. kit	4 25	4 50
Quail on Toast, 24 1-lb. tablets, case.		3 75
Shrimps, headless, No. 1 size, tin	1 50	1 75
Do., Do., No. 3 size, tin		4 20
Skinless Fish, 50s & 100s, lb.	0 15	0 16
Sea Trout, keg		12 00
OYSTERS, No. 3 size package		
Do., No. 5 size package		9 50
Do., per gallon		15 50
Shell Oysters, 800 count, bbl.		3 30
Do., Do., 1,000 count		14 50
		13 00

TRADE REGULATIONS BY ORDER-IN-COUNCIL MUST BE ABOLISHED

Continued from page 31

or do the findings of these various bodies have to go before the Attorney-General of the Province first before any drastic action is taken? On this subject this famous Order leaves us in doubt, and no one seems capable of explaining its mysterious meaning. Is it reasonable to expect that intelligent business men will remain under legislation of this character very long without making a vigorous protest? We know that they have protested, and we shall keep on protesting as an Association of Retail Merchants, and we will make every effort in our power to have it abolished. The old Act, section 498, of the Criminal Code, was an unnecessary and complicated piece of meddlesome legislation, but when it is camouflaged by an Order-in-Council, in our opinion, it becomes ridiculous.

It must be made quite clear that those who have their money invested in retail stores and stocks, and in wholesale premises, and in manufacturing plants in Canada are among the best citizens and friends that Canada possesses. They are helping to extend its trade and commerce, and building up the cities, towns and villages of Canada, and they contribute more largely than any other class toward business profit taxes, and all other taxes, and contributions, that are required, and they should, at least, be consulted before drastic and unworkable Orders-in-Council of the above character are placed on the Statute Books.

In reviewing this Order-in-Council, it may appear to some that the comments made upon it are too drastic and too severe, but experience has taught us that if we require reforms in any movement, or amendments to any Act, that the case must be stated as it exists, without fear and without favor.

NEW SALES MANAGER FOR CHASE AND SANBORN

J. B. Coffey has been appointed to the position of sales manager for Chase & Sanborn, Montreal, in succession to the late John R. Simpson.

Mr. Coffey is well known to the British Columbia trade, where he has represented this firm for some considerable time. He is expected to assume his new work immediately.

THE GROCER AND THRIFT STAMPS

Realizing that the grocer above all others was the man who profits most by thrift CANADIAN GROCER wrote the National War Saving Committee as follows:

Re War Saving Stamps

"In connection with the sale of War Savings Stamps the suggestion is made herewith that retail grocers be allowed to sell these stamps to customers. We understand this is the case in the United States and that the plan has worked out very successfully. This is due to the fact that a representative of almost every household visits the grocery store nearly every day. In giving out change the retailer can easily suggest that the customer invest the change in war savings stamps. This would undoubtedly help to develop the sale of these stamps considerably."

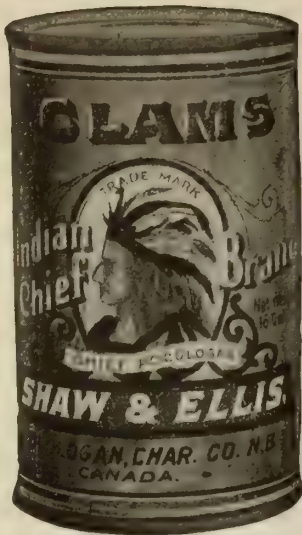
In response to this suggestion came the following reply from H. P. Ames, chairman of the Committee:—

"We have made arrangements to have War Savings Stamps of a denomination of \$5 maturity value on sale at all banks, money order post offices and at the principal railway ticket offices. It is not the intention of the Government at present to try to increase this list. We do hope, however, that the retail grocers throughout Canada will undertake, as a patriotic endeavor, to buy and sell Thrift Stamps for cash. As the bearers of Thrift Stamps fill up their cards, they will exchange them for War Savings Stamps. Our present intention, therefore, will be to place as many Thrift Stamps as possible and I trust that in your columns you will suggest that no greater service can be rendered the country at the present time than for the retail grocers to carry in their cash drawer a small quantity of Thrift Stamps, renewable from day to day, and should suggest them to their customers in place of other change.

We hope shortly to have a strong committee in Toronto to supervise this work for Central Ontario and when the organization is effected there will be an office in Toronto at which accessories and advertising material will be kept. Any grocer willing to carry Thrift Stamps will be furnished with posters, counter cards, etc., so that the public may know that he is engaged in this work."

The Christmas Window Contest will be judged mainly on its selling power. That puts no one at a disadvantage. The smallest window in the smallest town may have as much selling value as that of the largest store.

Your customers will appreciate a sensible and delicious meat substitute like



“INDIAN CHIEF” BRAND CLAMS

The efforts of the Food Control Board to conserve Canada's meat supplies is resulting in an increasing call for good, wholesome sea foods.

Every Grocer should cater to this new demand by showing fish foods of unimpeachable goodness.

Indian Chief Brand Clams are just such a line. Their good quality is beyond question. Put up the very same day they are taken from the clam beds and sealed without solder or acid, Indian Chief Brand Clams reach the customer's table as sweet and as fresh as the day they were caught.

Make Indian Chief Brand Clams your big fish seller. It will appeal to the restaurant trade as well as to the housewife.

And the profits are sizeable.

Shaw and Ellis, Pocologan, Charlotte Co. N. B.

HAMS

Hams are selling to-day at less than breakfast bacon.

Everybody appears to want back bacon and breakfast bacon but why not buy hams and reduce the cost of living?

We have hams fresh, pickled, smoked and cooked. We are also making up a boned ham suitable for slicing on the counter or in the slicing machine.

Try them

F. W. Fearman Co.,
LIMITED
Hamilton, Canada

ADVERTISING to be successful does not necessarily have to produce a basketful of inquiries every day.

The best advertising is the kind that leaves an indelible, ineffaceable impression of the goods advertised on the minds of the greatest possible number of probable buyers, present and future.



This brand guarantees better Sausages

Never hesitate to recommend Sausages bearing the Schneider Trade-Mark. Their quality will please your customers and you'll find them all that you could desire in the way of profit producers.

Get a trial supply.

J. M. Schneider & Sons, Ltd.
KITCHENER - ONTARIO

*Drop us a card for Sausage and Smoked Meat quotations.
Satisfaction guaranteed on all mail orders.*

Jersey Farm Sausage

Dealers who aim to always push the sales of quality goods should feature this high quality sausage. It will please particular customers.

Maciver Bros. Co., Keating St., Toronto



Man Left You, Did He ?

And for the life of you you don't know where to find another to replace him. Well, our advice to you—and it's good advice—is: Find him by advertising—a small condensed advertisement in CANADIAN GROCER.

If you wanted a blacksmith, we wouldn't recommend CANADIAN GROCER, but when it comes to finding a man for the grocery business, honestly we don't know of a better or cheaper way of finding him than the use of CANADIAN GROCER.

The way to find the man you want is to look for him where he is likely to be found—in the grocery business.

Rate is 2 cents a word first insertion and 1 cent per word each subsequent insertion. Five cents additional per insertion when replies are to be sent to Box Number in our care.

Send your advertisement and remittance to

Canadian Grocer Want Ads.

143-153 University Avenue
TORONTO



Have No Hesitation

in choosing

'Bluenose' Butter

it always opens up in excellent shape, and its quality and flavor are remarkably fine. Taste "Bluenose" yourself! Then you'll feel more enthusiastic about it. Order from your grocer.

SOLE PACKERS.

SMITH & PROCTOR - HALIFAX, N.S.

**SMITH
AND
PROCTOR**

SOLE PACKERS

Halifax - N.S.

Cook's Favorite Baking Powder

58 Years on the Market

Duffy's Mustard

Put up in 1/4-lb. tins. Write us for prices on all lines of COFFEES and SPICES.

J. J. DUFFY & COMPANY

*Oldest Coffee and Spice House
in Canada*

St. Paul Street West, Montreal



RELEG

Pronounce "REAL EGG"

Just a three-quarter teaspoonful

Tell your customers how economical "RELEG" the genuine egg substitute is. How a three-quarter teaspoonful dissolved in a tablespoonful of hot water is equal to one egg for baking purposes.

Always recommend "RELEG"

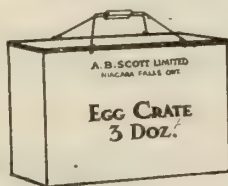
RELEG COMPANY, REG'D
34 King Street, Quebec, Canada

AGENTS: Loggie Sons & Co., Toronto—Angevine & McLaughlin, St. John, N.B.—W. H. Escott Co., Ltd., Winnipeg, Canada.

Suit Case Egg Crates

A collapsible egg crate to hold two or three dozen fresh eggs. When collapsed will not take up any more room in a suit case than a traveller's order book.

A sure seller if you will buy it and show it.



A. B. SCOTT, LIMITED
NIAGARA FALLS, CANADA

ORDER NOW

FOR DELIVERY JANUARY 1st

The counter check books you will require for next year. Everything has about doubled in price, and pad prices must advance. Your protection comes by placing your order with the makers of the famous

McCaskey Register System

McCASKEY SYSTEMS, LTD.
Toronto, Canada

TO THE WHOLESALE AND MANUFACTURING TRADES

RAW SUGARS

We expect to be in position to supply limited quantities of Raw Sugars for shipment during the early months of next year. We solicit your orders, subject of course to the restrictions and regulations of the Canada Food Board.

West India Company, Limited
Coristine Building, Montreal

Grocers are Glad

that they can now sell flour without the "substitute" regulation. Another cause for satisfaction is in the raising of the Government standard for flour, which enables us to mill a whiter and better flour.

PURITY FLOUR

(Government Standard)

will please your customers. It makes

"More Bread and Better Bread," and better pastry

Western Canada Flour Mills Co., Limited

Head Office: Toronto, Ontario

Branches at Toronto, Winnipeg, Calgary, Brandon, Edmonton, Vancouver, New Westminster, Victoria, Nanaimo, Prince Rupert, Nelson, Rossland, Goderich, Ottawa, Montreal, St. John, N.B.

Canada Food Board License Nos: Cereal 2-009, Flour 15, 16, 17, 18

ORDER YOUR CANNING
BOX SHOOKS REQUIRE-
MENTS FOR 1919 NOW
AND ENSURE GOOD
DELIVERIES.

W. C. EDWARDS & COMPANY, LTD.
OTTAWA - ONTARIO

SAUERKRAUT

Our Famous "SILVER THREAD"
Brand Best in Canada. Packed
in 10 and 25-gal. barrels.

Write for prices, stating quantity.

Special quotations on car lots.

ONTARIO SEED CO.

SUCCESSORS

Can. Dept.

Licence 14-143

Waterloo, Ont.

Wantmore

PEANUT BUTTER

The Finest Spread for Bread



A delicious line. Made from selected hand-picked, blanched peanuts. Healthful, nutritious and palatable. Physicians recommend it for children. When you sell a customer one can of WANTMORE Peanut Butter you will sell her many more. Its goodness will keep it repeating and you make a good profit on every sale. Ask your jobber for it, or write direct to us

R. L. Fowler & Co., Ltd.

Manufacturers

CALGARY

SASKATOON

REGINA

License No. 15-241

You Be the Milkman

If you will push Klim you can sell more milk than the milkman does. Klim is pasteurized, separated milk in powder form, **with the natural flavor unchanged.** It is relished as a drink, is used in tea, coffee and cocoa, and improves the flavor of cooked and baked foods. In fact it will eventually replace dairy milk for all purposes where such milk is essential.

Canadian Milk Products Limited

Toronto and Montreal

Western Representatives:

W. H. Escott & Co., Limited, Winnipeg, Edmonton and Regina.

Kirkland & Rose, Vancouver.

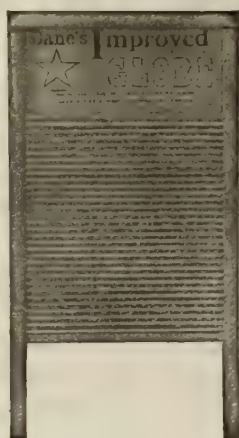
Canada Food Board License No. 14-242.

Sell Cane's Washboards

— the washboards that always give a maximum of good service.

Basswood frames free from splinters and splinters.

Show these boards in a corner of the store.



WM. CANE & SON CO.
LIMITED
NEWMARKET, ONT.

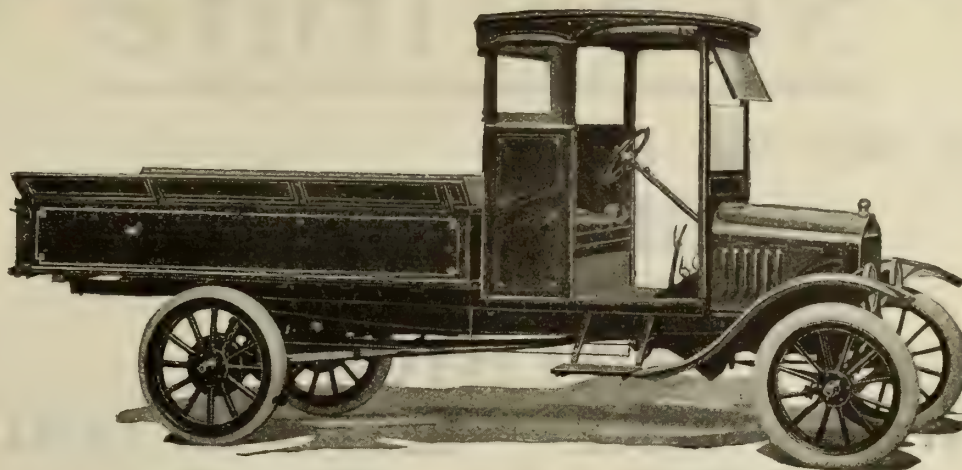


She's sure to like Dwight's Cow Brand Baking Soda

Cow Brand Baking Soda is absolutely pure—always satisfies and always "repeats."

Church and Dwight
LIMITED
MONTREAL

"CHAMPION" Truck Bodies



The Kind Your Customers Ought to Have.
Will You, Mr. Dealer, Be Our Agent?

The Champion Truck Bodies are made where nothing but the best and strongest construction is permitted. Our prices and terms to dealers or to direct purchasers, sent on request.

CARRIAGE FACTORIES, LIMITED

Head Office: Excelsior Life Bldg., Toronto.

Sales Offices : Montreal, Toronto, Winnipeg

JAMS MARMALADES PEELS

John Gray & Co., Ltd., Glasgow

Established over a Century

Cable: Lamberton, Glasgow.

Codes: A.B.C. 4th and 5th Editions.

CONFECTIONERY MARZIPAN CHOCOLATE



Agents

Wm. H. Dunn, Limited, Montreal
Maritime Provinces and Western Canada

Lind Brokerage Co., Ltd., Toronto

If any advertisement interests you, tear it out now and place with letters to be answered.

Substitute

USE BEAVER BRAND

GRAYFISH

As a Splendid Substitute for

SALMON

CHEAPER IN PRICE. BETTER IN QUALITY.

Packed in 1lb. Tall Cans—4 Dozen to Case

Retails at 20c Per Can

Shows Good Margin of Profit

Samples on Request.

Ask Your Jobber.

J. W. WINDSOR, LIMITED
MONTREAL

\$1 FOR A MAN

Perhaps you want a good man for your office, or store, or warehouse, or for the "road?" Would you pay \$1 to find a good man? Sure you would.

WHAT are you doing about it? We suggest that you advertise in CANADIAN GROCER—condensed advertisement, 2 cents a word. Make the advertisement brief as a telegram; but make it explicit. Tell all the other man wants to know—except your identity in the first instance. Use a box number to hide this.

Some man somewhere would like, probably, to tie up with you,—if your proposition is good. At the same time good men are scarce—very scarce. So you'll have to do some bidding.

This means—keep on repeating the insertion of your advertisement—"until forbid."

It's reasonable to keep on. Hunting for a hard thing to find usually requires a long search. All CANADIAN GROCER can do is to put your advertisement in 5,300 places where men of the type you may want are likely to be found. We can't make men reply to advertisements—any more than the postman can make people to whom he delivers letters reply to them. We're pretty much like the postman.

But we go to 5,300 and more likely places—remember that. No other single newspaper in the world gets into 5,000 Canadian grocery houses. So if you are in dead earnest about finding a man use CANADIAN GROCER. Rates—two cents per word first insertion and one cent per word each subsequent insertion, with five cents extra per insertion when replies are to be sent to Box No. in our care. Address:

CANADIAN GROCER WANT ADS.
153 UNIVERSITY AVENUE, TORONTO

W. C. MACDONALD, REG'D.

Established over 60 years

Tobacco Manufacturers

MONTREAL

PLUG SMOKING

"BRITISH CONSOLS"
"INGOTS" (Rough and Ready)
"BRIER"
"INDEX"

PLUG CHEWING

"PRINCE OF WALES"
"NAPOLEON"
"CROWN"
"BLACK ROD" (Twist)

Distributed by Leading Wholesalers



Merry Christmas !

Wishing all our friends in the Trade
heartly Christmas Greetings and sin-
cere wishes for a Bright and Prosper-
ous New Year.

Paulin Chambers Co., Ltd.

Winnipeg, Canada

Manufacturers of
Biscuits and Confectionery

If any advertisement interests you, tear it out now and place with letters to be answered.



Here's our Heartiest Wish

That every Grocer and Grocer's Clerk in the Canadian Trade may enjoy the Merriest of Merry Christmases and a New Year of unalloyed success — developed with the greater certainty of continuance by the prestige-building power of **BRUNSWICK BRAND** Sea Foods.



CONNOR BROS., LIMITED
Black's Harbor, N.B.

Canada Food Board License No. 1-603



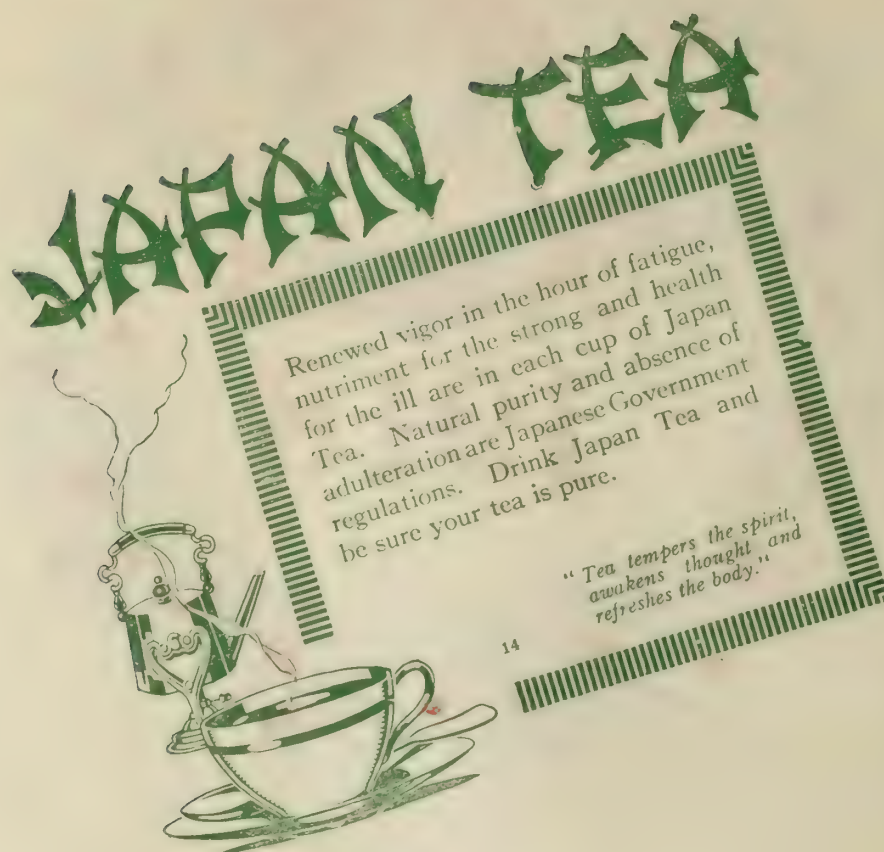
May it be a real happy Christmas for the Canadian Grocery Trade, and particularly for those firms whose business we have been privileged to handle, and between whom and us have existed such cordial relations during 1918.

In tendering you the Season's Greetings we beg to assure you that we shall bend every effort to perpetuate these cordial relations by giving you the very best service possible at all times and under all conditions.

W. H. Escott Co., Limited
Winnipeg

Branches: Fort William, Regina, Saskatoon, Calgary, Edmonton

If interested tear out this page and place with letters to be answered.



As a Grocer's selling certainty it would be hard to surpass such a big favorite as Japan Tea.

Consumer advertising, such as shown above, has introduced Japan Tea to thousands of homes where its own inimitable goodness has won the lasting approval of critical people.

Are you selling it?

The House of Quality

—The Firm for Service—

Established 1861

*extends to all a Very Merry
and a Very Happy Christmas
and may this New Year be
one of unlimited Peace and
Prosperity*



Hugh Walker & Son

Guelph, Ontario

License Nos. 3-090, 3-204



A Most Acceptable Christmas Gift!

Instead of racking your brains for a Christmas gift for your clerk, why not make it a gift that will be instructive and educational along the lines of your business, thus proving of value to your clerk and to yourself.

Here it is—

One Year's Subscription to Canadian Grocer

Even though you receive the valuable information this paper contains from week to week yourself, your clerk may not take time to read it during business hours.

By having this go to his home every week of the year, it brings the reader much food for thought and makes a practical and appropriate Christmas gift.

Solve the Gift Problem Here:

CANADIAN GROCER is the only WEEKLY Grocery Business Paper in Canada. The market information alone is an education to any clerk. There are window displays, cardwriting articles, interior trims, business management articles, etc. Subscription price: \$3.00 per year.

----- Cut out this Coupon and mail today -----

CANADIAN GROCER

143-153 University Ave.

::

::

::

Toronto, Ont.

I have pinned \$3.00 to this coupon. Please send CANADIAN GROCER for one year to

Name

Address.....

and send a card, bearing my name and hearty greetings, to reach the recipient during the holiday season.

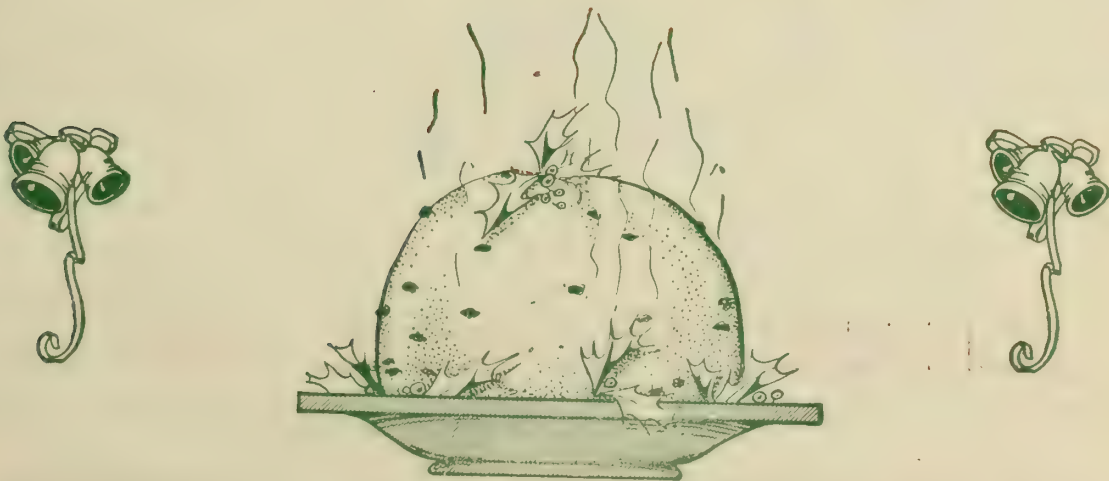
Name of Remitter.....



Merry Christmas

Your Christmas Merry and Bright, Your
New Year fruitful in New Business, Good
Health and Abundant Prosperity—that is
our hearty wish to you, Grocers of Canada.

Rock City Tobacco Co., Ltd.
QUEBEC



If interested tear out this page and place with letters to be answered.



Founded 1842

Merry Christmas, 1918

To our friends and customers

Very Prosperous

and

Happy New Year

Peace for all.

L. CHAPUT FILS & CIE, LIMITÉE

Wholesale Grocers and Importers

2, 4, 6, 8, 12 and 15 DEBRESOLES ST.

MONTREAL

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

The service department of Canadian Grocer will gladly assist manufacturers at home and abroad in making arrangements with the firms in all parts of Canada whose announcements appear on this page.

WESTERN PROVINCES

MANITOBA
SASKATCHEWAN

Wholesale Grocery Commission
Brokers

ALBERTA
WESTERN ONTARIO

H. P. PENNOCK & CO., Ltd.

Head Office: WINNIPEG Manitoba

We solicit correspondence from large and progressive manufacturers wanting active and responsible representation west of the Great Lakes. An efficient selling organization, and an old-established connection with the trade, place us in a position to offer you unexcelled facilities for marketing your products. Write us now.

PUGSLEY, DINGMAN CO., LIMITED
JOHN TAYLOR & CO., LIMITED
ETC., ETC., ETC.

We represent some of the best manufacturers, of whom the above are examples. We will give your line the same attention.

F. D. COCKBURN CO.
WINNIPEG

C. H. GRANT CO.

Wholesale Commission Brokers and
Manufacturers' Agents

1206 McArthur Bldg., Winnipeg

We have the facilities for giving manufacturers first-class service.

A. M. Maclure & Co.

MALTESE CROSS BUILDING
WINNIPEG

IMPORTERS, BROKERS
MAN'F'S. AGENTS
GROCERY, DRUG AND
CONFECTIONERY
SPECIALTIES

G. B. Thompson & Co.

Wholesale Commission Brokers and
Commission Agents

We can handle a few more good lines.
Storage Warehouses and Transfer Track.
149 Notre Dame Ave. E. - WINNIPEG
Established 1898.

D. J. MacLeod & Co.

Manufacturers' Agents
and Grocery Brokers
EDMONTON, ALTA.

Open to negotiate for new lines in Alberta.
Our staff calls on wholesale trade and does detail work.

Use Our Condensed
Advertisement Page
for Your Wants

WATSON & TRUESDALE

Wholesale Grocery Brokers and Manufacturers' Agents

Have live men doing detail work throughout our territory. Manitoba, Saskatchewan and Alberta. They get the business, and can get it for you. Write us, and we will explain our system.

156 LOMBARD STREET - - WINNIPEG, MANITOBA

Trackage
Storage
Distri-
bution

When Writing to Advertisers Kindly
Mention this Paper.

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

The service department of Canadian Grocer will gladly assist manufacturers at home and abroad in making arrangements with the firms in all parts of Canada whose announcements appear on this page.

ONTARIO

W. G. PATRICK & CO.
Limited

Manufacturers' Agents
and Importers

51-53 Wellington St., W. Toronto

MACLURE & LANGLEY
Limited

Manufacturers' Agents
Grocers, Confectioners and Drug
Specialists

12 Front Street East Toronto

W. F. ELLIOT

Importer & Manufacturers' Agent
(Cor. Leith and Hardisty Sts.)

FORT WILLIAM, ONT.

Established 1909.

**LOGGIE, SONS
& CO.**

Merchandise Brokers and
Manufacturers' Agents

Grocery, Drug and Confectionery Specialties.

Foy Bldg., 32 Front Street W
TORONTO - - ONTARIO

W. G. A. LAMBE & CO.
TORONTO

Established 1885

SUGARS FRUITS

H. D. MARSHALL

Wholesale Grocery Broker

OTTAWA MONTREAL HALIFAX

**Baker's Cocoa
and Chocolate**



REGISTERED
TRADE-MARK

MAKE AND
KEEP GOOD
CUSTOMERS

They are most reliable goods sold with a positive guarantee of purity and superior quality; put up in conformity with the Pure Food laws; are readily sold, giving a quick turnover of stock.

MADE IN CANADA

WALTER BAKER & CO. Limited
Montreal, Can. Dorchester, Mass.

Established 1780

Apples

Let us look after your requirements. We handle the Famous

GEORGIAN BAY

BRAND APPLES

Fine, sound fruit that will be appreciated by every customer.

We invite correspondence.

LEMON BROS.
OWEN SOUND, ONTARIO

Dairy Butter Wraps

Made from 30-lb. No. 1 Genuine Vegetable Parchment Paper, printed in two colors ink with design conforming to regulations covering Dairy Butter, size 8 x 11, packed 500 sheets to a carton.

ALWAYS IN STOCK

Special Printed Wraps to Order

Business Systems Limited

Largest Manufacturers of Butter
Wraps in Canada

52-56 Spadina Ave. TORONTO

The next time you want a clerk, be sure to advertise in the "Wanted" Page of CANADIAN GROCER. You will receive inquiries from the liveliest clerks in the Canadian grocery trade, because reading CANADIAN GROCER is a test of the clerk's interest in his business.

"Golden Nut" PEANUT BUTTER

J. JONES, WINNIPEG

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

The service department of Canadian Grocer will gladly assist manufacturers at home and abroad in making arrangements with the firms in all parts of Canada whose announcements appear on this page.

QUEBEC

**ROSE & LAFLAMME
LIMITED**
Commission Merchants
Grocers' Specialties
MONTREAL TORONTO
Canadian Food Control License Nos. 6-236/7/8

THE S. G. BENDON UTILITY CO.
Brokers and Commission Agents
87 Notre Dame St. W. - Montreal.
License No. 6-933
Try our Utility Service. Don't wait, do it now.
Agencies Wanted.

JOHN E TURTON

Wholesale Grocery Broker
BOARD OF TRADE BUILDING
MONTREAL

C. B. HART, Reg.
Montreal, P.Q.
Grocery and Chemical Brokers
Commission Agents

Paul F. Gauvreau
Wholesale Broker. Flour, Feed, Provisions
84 St. Peter Street, Quebec
On demand will quote Salted Cod Fish,
Salted Salmon. Buyer of all kinds of
feeds and grains.

J. L. FREEMAN & CO.
Wholesale Grocery Brokers
St. Nicholas Bld. - Montreal

MARITIME PROVINCES

The Colwell Brokerage Co., Ltd.
St. John, N.B.
Mdse. Brokers and Wholesalers
Custom Brokers and Forwarding Agents.
We are open for two sole agencies for
New Brunswick or Maritime Provinces.

Schofield & Beer, St. John, N.B.
Manufacturers Agents
Agents for: Acadia Sugar Refining Co.,
Ltd., of Halifax, N.S.; W. C. Mac-
donald, Regd., Montreal, P.Q.; F. W.
Berk & Co., London, Eng.; The T.
Upton Co., Ltd., Hamilton, Ont.

GAETZ & CO.
MANUFACTURERS' AGENTS AND
GROCERY BROKERS
47-49 Upper Water St., Halifax, N.S.

WAR CONDITIONS

necessitate the prohibition
of export of all foodstuffs
from the United Kingdom.

SPRATT'S

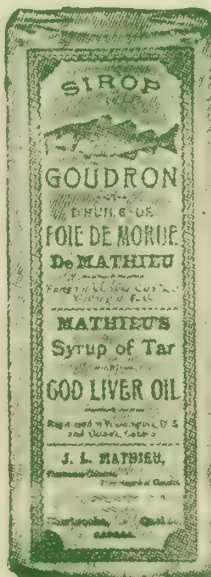
DOG CAKES

POULTRY FOODS, CANARY AND PARROT MIXTURES

pending the removal of
the embargo, can be
obtained from

SPRATT'S PATENT (America) LTD.
Newark, New Jersey.

London (Eng.), Spratt's Patent Limited
24-25 Fenchurch Street, E.C. 3.



Featuring Mathieu's Syrup of Tar and Cod Liver Oil

It's a good line to feature
this cold weather.

You've always got custom-
ers who are continually
looking for a real good
cold remedy. Get in a
stock of our Syrup of Tar and Cod Liver
Oil, and you will be able to meet the needs
of your customers.

Place your orders now.

J. L. Mathieu Co.
PROPRIETORS
SHERBROOKE - QUEBEC

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

The service department of The Canadian Grocer will gladly assist manufacturers at home and abroad in making arrangements with the firms in all parts of Canada whose announcements appear on this page.

BRITISH COLUMBIA

Squirrel Brand PEANUT BUTTER

C. T. NELSON GROCERY BROKER

106 Hibben-Bone Bldg., Victoria, B.C.
In touch with all British Columbia wholesalers and jobbers, and can place your line to best advantage. Live men calling on retail trade.
Victoria Vancouver

SAY YOU SAW IT
IN CANADIAN GROCER
WHEN WRITING TO
ADVERTISERS

The Robert Gillespie Co. *Importers and Exporters*

323 Homer St., Vancouver
Live Salesmen covering Alberta and B.C.

LITTLE BROS. LTD., VANCOUVER, B.C.

Established 15 Years. Live Staff of Salesmen. First-Class Storage and Warehouse Facilities.
We can place one or two good specialty lines on the B.C. market. If you want live representation, write us to-day.

Your Customers Will Like ALBATROSS BRAND PILCHARD

It is a wholesome and delicious Sea Food and with the prevailing big demand for fish dealers will find Albatross Brand Pilchards a quick-mover and a good money-maker, too.

Clayoquot-Sound Canning Co., Ltd.
J. L. BECKWITH, Agent
VICTORIA - B.C.

"It's Jake!"

Jake is a popular expression, but it is also the name of a particularly delightful Sauce manufactured by us. In both cases the word signifies "Nothing better."

Vancouver Pickle Co., Limited, Vancouver, B.C.

EL ROI-TAN PERFECT CIGAR

Salmon Commandeered



Packed in 1 lb. Talls
and 1-2 lb. Flats
Sold by Your Jobber

**SNOW CAP
BRAND
PILCHARDS**

are more deli-
cious than
SOCKEYE
and are less
than half the
price.

For Salads and
Sandwiches

*They are More
of a Dainty
Than Tuna
Fish*

**"Snow
Cap"**

is Hand Packed
by

The Nootka Packing Co., Ltd.
NOOTKA, B.C.

"PRIMROSE"

PILCHARDS



*Strictly Prime
Quality*

Ocean Caught

Packed Only By Hand

*Rich in flavor and high
in food value*

Defiance Packing Co., Ltd.
Head Office: **VANCOUVER B.C.**

Canneries at West Vancouver and Port
Renfrew, B.C.

Sales Agents: Balfour, Guthrie & Co.
Vancouver, B.C.



Give Little Miss Vi a Welcome.

Little Miss Vi has come to
Canada as the representative
of Vi-Cocoa. She is known
in millions of homes in
the British Isles, and a
great desire for her beneficial

beverage is springing up all over the Dominion.

Give her a prominent place on your counter; she
will attract many customers to your Store and take
a prominent place on the credit side of your balance
sheet. Vi-Cocoa is a ready seller showing sub-
stantial margin for the retailers.

Vi-Cocoa

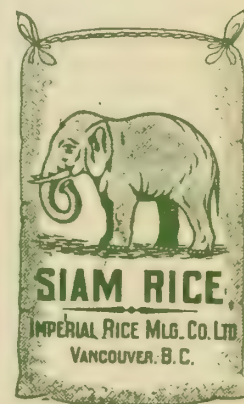
has been known for years as the food beverage of
the people—it is the super-cocoa, far more nourishing
and palatable than ordinary cocoa, and is made
under ideal hygienic conditions in the sweetest and
cleanest factory in the world.

Write for trade terms and particulars to the
Watford Mfg. Co., Ltd., Delectaland, Watford, England.

1039

Imperial Rice Milling Co., Ltd.

VANCOUVER, B.C.



We are offering the best value
in Rice on the Canadian
market to-day.

WM. BRAID & CO.

Exporters and Importers
VANCOUVER, CANADA

We Offer Five Thousand Chests of Tea

Broken Orange Pekoe Java Teas grown in the Hill gardens from choice India seed. Carefully selected from the July, August and September pickings — the most favorable season—these Teas represent the very best from over one hundred Hill gardens. They are Teas that make “*come again*” customers. We will be glad to send you samples with prices upon request.

Facilities for repacking in 3, 5, 10, 25 and 50-pound boxes, for Jobbing Trade.



BANKERS:
THE CANADIAN BANK OF COMMERCE



We wish our patrons a Jolly Christmas and a Happy New Year

In presenting the Season's Greetings to the many, many manufacturers and shippers who are making use of our splendid trade-getting facilities in Winnipeg, we wish to thank you, one and all, for your valued patronage and support during the past year.

With the increased storage space now at our disposal—a total of 84,400 sq. ft.—we will be in a position to handle all business entrusted to us promptly and satisfactorily.

Yours for bigger business

Williams Storage Co.
and
Winnipeg Warehousing Co.

W. B. WILLIAMS, Mgr.

(Unincorporated)

288 Princess Street, Winnipeg, Manitoba

CENTURY SALT



---a salt that's easy to sell

—a salt that's purified and refined to the very last degree—a salt with the clean, sparkling purity so much desired by every good housewife—a salt that makes satisfied customers.

Be sure your stock is well displayed.

THE DOMINION SALT CO LIMITED


SARNIA. ONT.

THE MILLER BROS. CO., LIMITED



Manufacturers of
White pulp egg case fillers and extra flats in standard and extra large sizes for 12 and 30 dozen egg crates.

20-38 DOWD STREET, MONTREAL, CANADA



Oakey's "WELLINGTON" KNIFE POLISH

The original and only reliable preparation for Cleaning and Polishing Cutlery, etc.

John Oakey & Sons, Ltd.

Manufacturers of Emery Cloth, Black Lead, Glass Paper, &c.

LONDON, S.E., ENGLAND

AGENTS:
Geo. B. Jenkinson, 43 Queen St. East, Toronto, and J. E. Huxley & Co., 220 McDermid St., Winnipeg.

QUOTATIONS FOR PROPRIETARY ARTICLES

SPACE IN THIS DEPARTMENT IS \$83.20 PER INCH PER YEAR

JAMS	
DOMINION CANNERS, LTD.	
"Aylmer" Pure Jams and Jellies. Guaranteed Fresh Fruit and Pure Sugar Only.	
Screw Vac top Glass Jars, 16 oz. glass, 2 doz. case.	Per doz.
Blackberry	\$3 25
Current, Black	3 90
Pear	3 15
Peach	3 15
Plum	2 90
Raspberry, Red	3 90
Apricot	3 25

DOMINION CANNERS, LTD.	
CATSUPS—In Glass Bottles	
1/2 Pts., Aylmer Quality	Per doz. \$1 90
Pts., Aylmer Quality	2 35
Gallon Jugs, Aylmer Quality 1 62 1/2	Per Jug.
Pints, Delhi Epicure	Per doz. 2 70
1/2 Pints, Red Seal	1 50
Pints, Red Seal	2 00
Qts., Red Seal	2 80

BAKED BEANS WITH PORK	
Brands—Canada First, Simcoe, Quaker.	
Individual Baked Beans, Plain 85s, or with Sauce, 4 doz. to case	Per doz. \$0 95
1's Baked Beans, Flat, Plain, 4 doz. to case	1 15
1's Baked Beans, Flat, Tom. Sauce, 4 doz. to case	1 25
1's Baked Beans, Tall, Tomato or Chili Sauce, 4 doz. to case	1 35
1 1/2's (20-oz.) Plain, per doz. 1 65	
Tomato or Chili Sauce	1 90
2's Baked Beans, Plain, 2 doz. to case	1 95
2's Baked Beans, Tom. Sauce, tall, 2 doz. to case	2 30
2's Baked Beans, Chili Sauce, tall, 2 doz. to case	2 30
1/2's Tall, Plain, per doz.	2 75
Tomato or Chili Sauce	3 20
Family, Plain, \$2.35 doz.; Family, Tomato Sauce, \$2.80 doz.; Family, Chili Sauce, \$2.80 doz. The above 2 doz. to case, 10's, 1/2 doz. per case; Chili and Tomato Sauce, for hotel and restaurant use (gals.), \$12; plain, \$10.	

"AYLMER" PURE ORANGE MARMALADE	
Tumblers, Vacuum Top, 2 doz. in case	Per doz. 2 00
12-oz. Glass, Screw Top, 2 doz. in case	2 40
16-oz. Glass, Screw Top, 2 doz. in case	2 95
16-oz. Glass, Tall, Vacuum, 2 doz. in case	2 95
2's Tin, 2 doz. per case	4 45
1's Tin, 12 pails in crate, per pail	0 76
5's Tin, 8 pails in crate, per pail	0 90
7's Tin or Wood, 6 pails in crate	1 26
30's Tin or Wood, one pail crate, per lb.	0 17 1/2

BLUE	
Keen's Oxford, per lb.	\$0 22
In cases 12—12 lb. boxes to case ..	0 21 1/2

COCOA AND CHOCOLATE THE COWAN CO., LTD.	
COCOA—	
Perfection Cocoa, lbs., 1 & 2 doz. in box, per doz.	\$4 60
Perfection, 1/4-lb. tins, doz.	2 45
Perfection, 1/4-lb. tins, doz.	1 35
Perfection, 10c size, doz.	0 95
Perfection, 5-lb. tins, per lb.	0 37
Supreme Breakfast Cocoa, 1/2-lb. jars, 1 & 2 doz. in box, doz.	2 75

(Unsweetened Chocolate)	
Supreme Chocolate, 12-lb. boxes, per lb.	0 36
Supreme Chocolate, 10c size, 2 doz. in box, per box	1 80
Perfection chocolate, 10c size, 2 doz. in box, per doz.	0 90

SWEET CHOCOLATE—	
Per lb.	
Eagle Chocolate, 1/2s, 6-lb. boxes 28 boxes in case	0 33
Diamond Chocolate, 1/2s, 6 and 12-lb. boxes, 144 lbs. in case 0 36	
Diamond Chocolate, 8s, 6 and 12-lb. boxes, 144 lbs. in case 0 36	
Diamond Chocolate, 7s, 6 and 12-lb. boxes, 144 lbs. in case 0 34	
Diamond Chocolate, 7s, 4-lb. boxes, 50 boxes in case, per box	1 35

CHOCOLATE CONFECTIONS	
Maple Buds, 5-lb. boxes, 30 boxes in case, per lb.	0 42
Milk Medallions, 5-lb. boxes in case, per lb.	0 42
Chocolate Ginger, 5-lb. boxes, 30 boxes in case, per lb.	0 45
Crystallized Ginger, 5-lb. boxes, 30 boxes in case, per lb.	0 45

6c. LINES	
Toronto Prices Per box	
Filbert Nut Bars, 24 in box, 60 boxes in case	\$1 05
Almond Nut Bars, 24 in box, 50 boxes in case	1 05
Puffed Rice Bars, 24 in box, 50 boxes in case	1 05
Ginger Bars, 24 in box, 50 boxes in case	1 05
Fruit Bars, 24 in box, 50 boxes in case	1 05
Active Service Bars, 24 in box, 50 boxes in case	1 05
Victory Bar, 24 in box, 60 boxes in case	1 05
Queen's Dessert Bar, 24 in box, 60 boxes in case	1 05
Regal Milk Chocolate Bar, 24 in box, 50 boxes in case.	1 05
Royal Milk Cakes, 24 in box, 50 boxes in case	1 05
Maple Buds, 6c display boxes, 6c pyramid packages, 6c glassine envelopes, 4 doz in box	2 90

10c LINES	
Maple Buds, 10c, 1 doz. in box, 50 boxes in case, per doz.	\$0 95
Medallions, 10c, 1 doz in box, 50 boxes in case, per doz.	0 95
BORDEN MILK CO., LTD. CONDENSED MILK	
Terms, net, 30 days.	
Eagle Brand, each 48 cans.	\$9 25
Reindeer Brand, each 48 cans.	8 75
Silver Cow, each 48 cans.	8 40
Gold Seal, Purity, each 48 cans 8 25	
Mayflower Brand, each 48 cans 8 25	
Challenge Clover Brand, each 48 cans	7 75

COWAN'S

PERFECTION

COCOA

TO PROGRESSIVE DEALERS

PUT this Canadian Brand on the firing line, and watch it capture a big trade for you. Display it prominently on your shelves. It is a line that adds prestige to any store. Recommend Cowan's Perfection Cocoa because you know it is purest and best. One sale makes a permanent customer.

THIS illustration shows a cluster of Cocoa Pods as they are found on the tropical tree "Cacao Theobroma." After the beans are removed and dried, they are shipped to Cowan's, where by a special process of roasting, their fragrant aroma and delicious flavor are retained, and may be enjoyed by users of Cowan's Perfection Cocoa.



MADE IN CANADA AT COWAN'S SUNLIT PLANT
TORONTO

FINEST CRYSTAL GELATINES

Powdered and Sheet

FINE LEAF GELATINE

BRITISH MANUFACTURE

GELATINE

OURY, MILLAR & CO.

9 Mincing Lane, London, E.C., Eng.

SOLE AGENTS FOR CANADA

F. S. Jarvis & Co.

18 TORONTO ST., - TORONTO

Y & S STICK LICORICE in 10c Cartons



Everything in Licorice for all
Industries using
LICORICE
in any form.

Made in Canada by

National Licorice Company
MONTREAL

EVAPORATED MILK

St. Charles Brand, Hotel, each	6 65
24 cans	
Jersey Brand, Hotel, each 24	6 65
cans	
Peerless Brand, Hotel, each 24	6 65
cans	
St. Charles Brand, Tall, each	6 75
48 cans	
Jersey Brand, Tall, each 48	6 75
cans	
Peerless Brand, Tall, each 48	6 75
cans	
St. Charles Brand, Family,	5 75
each 48 cans	
Jersey Brand, Family, each	5 75
48 cans	
Peerless Brand, Family, each	5 75
48 cans	
St. Charles Brand, small, each	2 90
48 cans	
Jersey Brand, small, each 48	2 90
cans	
Peerless Brand, small, each 48	2 90
cans	

CONDENSED COFFEE

Reindeer Brand, large, each	6 25
24 cans	
Reindeer Brand, small, each	6 50
48 cans	
Royal Brand, each 24 cans	5 90
Cocoa, Reindeer Brand, large,	6 25
each 24 cans	
Reindeer Brand, small, 48 cans	6 50

W. CLARK, LIMITED.
MONTREAL.

Compressed Corn Beef— $\frac{1}{2}$ s.	\$2.90
1s.	\$4.45
2s.	\$9.25
6s.	\$34.75
14s.	\$80.
Lunch Ham—1s.	\$6.45
2s.	\$13.50
Ready Lunch Beef—1s.	\$4.45
2s.	\$9
English Brawn— $\frac{1}{2}$ s.	\$2.90
1s.	\$4.95
2s.	\$9.90
Boneless Pig's Feet— $\frac{1}{2}$ s.	\$2.90
1s.	\$4.95
2s.	\$9.90
Ready Lunch Veal Loaf— $\frac{1}{2}$ s.	\$2.40
1s.	\$4.45
Ready Lunch, Beef-Ham Loaf— $\frac{1}{2}$ s.	\$2.40
1s.	\$4.45
Ready Lunch Beef Loaf— $\frac{1}{2}$ s.	\$2.40
1s.	\$4.45
Ready Lunch Asst. Loaves— $\frac{1}{2}$ s.	\$2.45
1s.	\$4.50
Geneva Sausage—1s.	\$4.95
2s.	\$9.45
Roast Beef— $\frac{1}{2}$ s.	\$2.90
1s.	\$4.45
2s.	\$9.25
6s.	\$34.75
Boiled Beef—1s.	\$4.45
2s.	\$9.25
6s.	\$34.75
Jellied Veal— $\frac{1}{2}$ s.	\$2.90
1s.	\$4.45
2s.	\$9.
Cooked Tripe—1s.	\$2.45
2s.	\$4.45
Stewed Ox Tail—1s.	\$2.45
2s.	\$4.45
Stewed Kidney—1s.	\$4.45
2s.	\$8.95
Mince Collops— $\frac{1}{2}$ s.	\$1.95
1s.	\$3.75
2s.	\$6.95
Sausage Meat—1s.	\$4.
2s.	\$7.75
Corn Beef Hash— $\frac{1}{2}$ s.	\$1.95
1s.	\$3.70
2s.	\$5.45
Beef Steak and Onions— $\frac{1}{2}$ s.	\$2.90
1s.	\$4.45
2s.	\$8.45
Jellied Hocks—2s.	\$9.95
6s.	\$29.80
Irish Stew—1s.	\$3.45
2s.	\$6.75
Cambridge Sausage—1s.	\$4.45
2s.	\$8.45
Boneless Chicken— $\frac{1}{2}$ s.	\$5.90
1s.	\$8.95
Boneless Turkey— $\frac{1}{2}$ s.	\$5.90
1s.	\$8.95
Ox Tongue— $\frac{1}{2}$ s.	\$3.85
1s.	\$7.95
$\frac{1}{4}$ s.	\$12.45
2s.	\$15.95
24s.	\$17.50
3 $\frac{1}{2}$ s.	\$27
6s.	\$45.
Lunch Tongue— $\frac{1}{2}$ s.	\$3.45
1s.	\$6.75
2s.	\$15.50
Tongue Lunch—1s.	\$6.75
Beef Suet—1s.	\$4.90
2s.	\$8.50
Mince Meat (Tins)—1s.	\$2.95
2s.	\$4.45
6s.	\$12.95
Mince Meat (Bulk)—5s.	23c
10s.	22c
25s.	21c
50s.	20c
85s.	20c
Chateau Brand Pork and Beans.	
with Tomato Sauce—Ind.	\$1.10
1s.	\$1.75
2s.	\$2.55
3s.	\$3.85
With Plain Sauce—Ind.	\$1
1s.	\$1.65
2s.	\$2.40
3s.	\$3.40
Chateau Brand Concentrated Soupe	
—Celery.	1s.
\$1.25	
Green Peas.	1s.
\$1.25	
Julienne.	1s.
\$1.25	
Mulligatawny.	1s.
\$1.25	
Mutton Broth.	1s.
\$1.25	
Ox Tail.	1s.
\$1.25	
Pea.	1s.
\$1.25	
Scotch Broth.	1s.
\$1.25	
Vegetable.	1s.
\$1.25	
Chicken.	1s.
\$1.65	
Mock Turtle.	1s.
\$1.65	
Tomato.	1s.
\$1.65	
Vermicelli Tomato.	1s.
\$1.35	
Assorted.	1s.
\$1.35	
Soups and Bouilli.	1s.
\$12.50	

Clark's Pork and Beans, Tomato	
Sauce, Blue Label—Ind.	95c
1s.	\$1.25
$\frac{1}{2}$ s.	\$1.90
2s.	\$2.30
3s.	\$2.95
flats.	\$2.95
3s.	talls.
\$3.85	6s.
\$12.	12s.
\$20.	
Plain Sauce, Pink Label—Ind.	
85c	1s.
\$1.15	$\frac{1}{2}$ s.
\$1.65	2s.
\$1.95	3s.
(flats).	\$2.50
3s.	(talls).
\$2.95	6s.
\$10.	12s.
\$18.	
Chili Sauce (red and gold label)—	
Ind.	95c
1s.	\$1.25
$\frac{1}{2}$ s.	\$1.90
2s.	\$2.30
3s.	(flat).
\$2.95	
Vegetarian Baked Beans and To-	
mato Sauce—2s.	\$2.25
Sliced Smoked Beef— $\frac{1}{2}$ s.	\$2.35
1s.	\$3.45
4s.	\$24.
Canadian Balled Dinner—1s.	\$2.45
2s.	\$5.95
Army Rations—Beef and Vegetables.	
1s.	\$3.45
2s.	\$5.95
Spaghetti with Tomato Sauce with	
Cheese— $\frac{1}{2}$ s.	\$1.85
1s.	\$2.60
2s.	\$4.30
Tongue, Ham and Veal Pates— $\frac{1}{2}$ s.	\$2.25
Ham and Veal Pates— $\frac{1}{2}$ s.	\$2.35
Smoked Vienna Style Sausage— $\frac{1}{2}$ s.	\$2.45
Pate De Foie— $\frac{1}{2}$ s.	75c
$\frac{1}{2}$ s.	\$1.40
Plum Pudding— $\frac{1}{2}$ s.	\$2.45
Potted Beef Ham— $\frac{1}{2}$ s.	75c
$\frac{1}{2}$ s.	\$1.40
Beef— $\frac{1}{2}$ s.	75c
$\frac{1}{2}$ s.	\$1.40
Potted Tongue— $\frac{1}{2}$ s.	75c
$\frac{1}{2}$ s.	\$1.40
Potted Game (Venison)— $\frac{1}{2}$ s.	75c
Potted Veal— $\frac{1}{2}$ s.	75c
$\frac{1}{2}$ s.	\$1.40
Potted Meats (Assorted)— $\frac{1}{2}$ s.	90c
$\frac{1}{2}$ s.	\$1.45
Devised Beef Ham— $\frac{1}{2}$ s.	75c
$\frac{1}{2}$ s.	\$1.40
Beef— $\frac{1}{2}$ s.	75c
$\frac{1}{2}$ s.	\$1.40
Devised Tongue— $\frac{1}{2}$ s.	75c
$\frac{1}{2}$ s.	\$1.40
Veal— $\frac{1}{2}$ s.	75c
$\frac{1}{2}$ s.	\$1.40
Devised Meats (Assorted)— $\frac{1}{2}$ s.	90c
$\frac{1}{2}$ s.	\$1.45

In Glass Goods

Fluid Beef Cordial—20 oz. bottle.	
\$10	10 oz.
\$5.	
Ox Tongue— $\frac{1}{2}$ s.	\$14.50
2s.	\$17.50
Lunch Tongue—1s.	\$9.95
Sliced Smoked Beef— $\frac{1}{2}$ s.	\$1.75
$\frac{1}{2}$ s.	\$2.85
1s.	\$4.15
Mince meat—1s.	\$3.45
Potted Chicken— $\frac{1}{2}$ s.	\$2.35
Ham— $\frac{1}{2}$ s.	\$2.35
Tongue— $\frac{1}{2}$ s.	\$2.35
Venison— $\frac{1}{2}$ s.	\$2.35
Chicken Breast— $\frac{1}{2}$ s.	\$9.95
Tomato Ketchup—6s.	\$2.25
12s.	\$2.80
16s.	\$5.50
Peanut Butter— $\frac{1}{2}$ s.	\$1.45
$\frac{1}{2}$ s.	\$1.95
1s.	\$2.45
in pails.	5s.
25s.	31c
24s.	30c
50s.	30c

COLMAN'S OR KEEN'S MUSTARD.

	Per doz. tins
D. S. F., $\frac{1}{4}$ -lb.	\$2 00
D. S. F., $\frac{1}{2}$ -lb.	5 30
D. S. F., 1-lb.	10 40
F. D., $\frac{1}{4}$ -lb.	
	Per jar
Durham, 1-lb. jar, ch.	\$0 60
Durham, 4-lb. jar, each	2 25

Canadian Milk Products, Ltd.,
Toronto and Montreal.
KLIM

Hotel	\$18 50
Household size	8 25
Small size	5 75
F.o.b. Ontario jobbing points, east	
of an including Port William. Freight	
allowance not to exceed 50c per	
100 lbs., to other points, on 5-case	
lots or more.	

THE CANADA STARCH CO., LTD
Manufacturers of the
Edwardsburg Brands Starches

Laundry Starches—	Cents
Boxes	
40 lbs. Canada Laundry	.09%
40 lbs., 1 lb. pkg., White	
Glass	.10%
48 lbs., No. 1 White or Blue	
Starch, 3-lb. cartons	.10%
100-lb. kegs, No. 1 white	.10%
200-lb. bbls., No. 1 white	.10%
30 lbs., Edwardsburg Silver	
Gloss, 1-lb. chromo pkgs.	.11%
48 lbs., Silver Gloss, in 6-lb.	
tin canisters	.13%
36 lbs. Silver Gloss, in 6-lb.	
draw lid boxes	.13%
100 lbs., kegs, Silver Gloss,	
large crystals	.11%

WISHING

MERRY CHRISTMAS

To All Our Customers

We can help you make it happy by supplying you with the best of everything in fruits and vegetables.

FISH! FISH!

We are stocking full lines of all ATLANTIC AND PACIFIC Fresh Frozen and Cured Fish at reasonable prices.

DUNCANS LIMITED

NORTH BAY, ONT.

Branches at SUDBURY, COBALT, TIMMINS

Canada Food Board License No. 151

WETHEY'S

Mince Meats

(both Condensed and Bulk)

always lead

*When buying
insist
on this brand*

Canada Food Board License No. 14-128

Good Luck to You

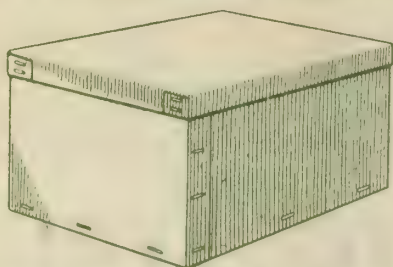
May your Christmas be a joyful one and may your joys not end with Christmas, but be reflected ten fold through every day of the year we are about to enter.

We wish you Good Luck—the Good Luck of Health, Happiness and Prosperity. In 1919 as in the past we are at your service when it's a question of the best imported and domestic fruits and fish.

White & Co., Ltd.

Front and Church Sts.
TORONTO

This is the Box for your customers' Overseas Parcels



The Original Overseas Box for your Customers as used by Red Cross Societies Everywhere

Here is a box that's built to stand hard knocks—a box that's positively guaranteed to reach its destination in the same condition as when mailed.

NOT CARDBOARD OR CORRUGATED BOARD, but solid material; no wrapping required. Note the fastenings. No stickers or tapes used, but steel staples.

Over one million shipped without one complaint. Compare it with any other box on the market and judge for yourself. Now is the time to order for Xmas trade. Prices:

5" x 6" x 9", per hundred, \$10.00 F.O.B. Ottawa.
5½" x 7" x 9", per hundred, \$12.00 F.O.B. Ottawa.

Boxes Limited

Queen and Booth Streets, - OTTAWA

Will Clean up Sales



Wonderful Soap is a Canadian Product manufactured so as to meet the needs of the Canadian housewife.

It is **Safe, Sure, Speedy.** It can be used for **Bath, Toilet, Laundry or Scrubbing purpose.**

Give us your next soap order and you, too, will be more than satisfied with the profits from Wonderful soap.

Guelph Soap Co.
Guelph, Ont.

INDEX TO ADVERTISERS

A		Little Bros., Ltd.	68
Aboosamra Kouri	14	Loggie, Sons, & Co.	64
Acadia Sugar Refining Co.	8	M	
American Pad & Textile Co.	17	Macdonald, W. C., Reg'd.	57
Anchor Cap & Closure Corp.	18	Macivor Bros. Co.	51
B		MacIure, A. M., & Co.	85
Bain, Donald H., Co.		MacLeod & Co., D. J.	65
Inside front cover		MacIure & Langley	66
Baker & Co., Walter	66	Magor, Son & Co., Ltd.	24
Bendon Utility Co., S. G.	67	Major, S. J., Ltd.	13
Bowman Fish Co.	70	Malcolm Condensing Co.	16
Borden Milk Co.	1	Mann, C. A., & Co.	79
Bowser & Co., S. F.	17	Marsh Grape Juice Co.	3
Boxes, Ltd.	78	Marshall, H. D.	66
Braid & Co., Wm.	70	Mathieu Co., J. L.	67
Business Systems	50	McCaskey Systems	22
C		Miller Bros. Co.	72
Canada Nut Co.	68	Moore & Co., R. M.	79
Canadian Milk Products, Ltd.	54	Mount Royal Milling & Mfg. Co., Ltd.	20
Canadian Wood Products Co.	6	N	
Cane & Sons, Wm.	54	Nagle & Co., N. (Volpeck)	80
Carriage Factories, Ltd.	55	National Licorice Co.	74
Chaput, Fils & Cie	64	Nelson, C. J.	68
Chisholm Milling Co.	15	Nootka Packing Co.	69
Church & Dwight	54	No-Vary Products Co., Ltd.	21
Clark, W., Ltd.	19	Nutrient Food Co.	79
Clayquot Sound Canning Co.	68	O	
Coca-Cola Co.		Back cover	
Cockburn Co., F. D.	65	Oakeys, John, & Son, Ltd.	72
Coswell Brokerage	67	Ontario Grape Growing & Wine Mfg. Co.	7
Connors Bros.	58	Ontario Seed Co.	53
Cowan & Co.	7	Oury Millar Co.	74
D		P	
Davies, Wm., Co.		Inside back cover	
DeLancey Packing Co.	59	Patrick, W. G., & Co.	9, 66
Dole Bros.	22	Palmolive Soap Co.	15
Dominion Canners, Ltd.	14	Pauline Chambers Co., Ltd.	57
Dominion Salt Co.	72	Paturel, Emil	52
Dunsmuir, Ltd.	77	Pennock, H. P., & Co., Ltd.	65
Duffy & Co., I. J.	50	Perry, H. L., & Co.	2
E		Fullan, E.	80
Eddy Co., E. B.	75	Q	
Edwards, H. P., & Co.	75	Releg Co., Ltd.	52
Edwards & Co., W. C., Ltd.	52	Rock City Tobacco Co.	63
E. Rei-Tan, Ltd.	68	Rose & Laflamme, Ltd.	67
Elliott W. F.	46	S	
Escott, W. H., Co., Ltd.	59	Schneider & Sons, J. M.	51
Estimates & Co., T. H.	77	Schofield & Beer	67
F		Scott, Ltd., A. B.	52
Ferguson, F. W.	59	Seabrook & Co., Ltd.	
Fowler Co., R. L., Ltd.	54	Front cover	
Freeman & Co., J. L.	57	Shaw & Ellis	50
Freeman Co., W. A.	50	Smith & Son, E. D.	12
Fugita & Co.	20	Smith & Proctor	72
Furnival-New, Ltd.	10	Spratts, Limited	67
G		Stevens-Hepner, Ltd.	35
Gault & Co.	67	Swift Canadian Co.	4
Gauvreau, Paul F.	67	T	
Gillespie & Co., The Robt.	68	Toronto Salt Works	79
Gillard & Co.	79	Trent Mfg. Co.	79
Grant, C. H.	65	Thompson, E. B.	79
Gray, John, & Co.	55	Thompson & Co., G. B.	65
Guelph Soap Co.	78	Turton, J. E.	67
H		Toronto Pottery Co.	79
Hargraves, Canada, Ltd.	76	V	
Hart, C. B., Reg.	67	Vancouver Pickle Co.	68
I		Vogans, Ltd.	79
Imperial Rice Milling Co.	69	W	
Ingersoll Packing Co., Ltd.	24	Walker Bin & Store Fixture Co.	22
J		Walker, Hugh, & Son	61
Japan Tea	60	Watford Mfg. Co.	69
Jeffress, E. W.	11	Watson & Truesdale	65
Jones, C. & J.	66	Western Canada Flour Mills	53
L		West India Co., Ltd.	58
Lambe, W. G.	66	Wetley, J. H., & Co.	77
Lemon Bros.	66	White & Co.	77
		White Cottell's	79
		Williams Storage Co.	71
		Woods, Walter, & Co.	76

BUYERS' MARKET GUIDE

Latest Editorial Market News

Vogan's

**Overseas
CAKE**

Put up in one pound packages.

Order from your jobber to-day.

VOGANS, LIMITED TORONTO



**JARS AND
BUTTER CROCKS**

Are needed in every household. We can supply you with the kind that sells. Write for price list now to

**The Toronto Pottery Co. LIMITED,
Dominion Bank Bldg., Toronto**

We are now located in our new and more spacious warehouse at

60-62 JARVIS ST.

TORONTO SALT WORKS

GEO. J. CLIFF

WHITE-COTTELL'S

Best English Malt Vinegar

QUALITY VINEGAR

White, Cottell & Co., Camberwell, London, Eng.

Agent:

W. Y. COLCLOUGH, 53 Silver Birch Ave., Toronto

The LV PICKLE

Manufactured by

GILLARD & CO., LIMITED

London, England

An English Delicacy of High Reputation

MARKET BRIEFS

It is understood that after weeks—really months—of delay, the difficulties which have surrounded the situation in salmon have finally been cleared away. It is believed that prices paid for sockeye are those asked by the packers, while pinks were bought at a figure slightly less. There has been no allocation made to the Canadian trade other than commandeer order permitted.

* * *

It seems probable from latest advices received that substitute flours are to be bought by the Government or through the Government for overseas shipment. As far as can be learned a price which will be paid has been sent out to the millers. This does not in every case cover cost, so it is said, but will enable stocks to be cleared out at a figure which will not show a serious loss. It would seem quick action will be necessary as it is said supplies are to be assembled at seaboard by February 15.

CHOCOLATTA

contains chocolate, milk and sugar in powdered form.

Makes a delicious drink served hot or cold. Suggest it to your customers for Home and Overseas.

NUTRIENT FOOD CO., TORONTO



Now is the time to see us regarding Salted Lake Herring in pails, tubs or half barrels. Write us at once. Herring any quantity our specialty.

**BOWMAN FISH CO.
66 Jarvis Street,
Toronto**

GROCERS & BUTCHERS

Buy the Best

**FANCY DRESSED POULTRY,
SELECTED EGGS, CHOICE DAIRY
AND CREAMERY BUTTER**

C. A. MANN & CO.

LONDON, ONTARIO

"Canada Food Board License No. 7-078"

R. M. MANTLES
THE STANDARD BY WHICH MANTLES ARE JUDGED
GAS AND GASOLINE MANTLES
FOR ALL STYLES OF LIGHTS
ASK FOR SAMPLES AND QUOTATIONS
R. M. MOORE & CO. LTD. Vancouver B.C.
PACIFIC COAST MANTLE FACTORY.

MINCEMEAT

Write, wire or telephone for quotations for prompt or fall delivery.

E. B. THOMPSON

20 Front Street East, Toronto

30 DOZ. CASE FILLERS
ONE DOZ. CARTON FILLERS
¾-INCH CUSHION FILLERS
CORRUGATED FLATS.

The TRENT MFG. CO., Ltd.

TRENTON - - - ONTARIO

These one-inch spaces only \$1.60 per insertion if used each issue in the year.

All these ads will have position on a live page each week containing reading matter.

Wanted

CLASSIFIED ADVERTISING

Advertisements under this heading 2c per word for first insertion. 1c for each subsequent.

Where copies come to our care to be forwarded, five cents must be added to cost to cover postage, etc.

Contractions count as one word, but five figures (as \$1,000) are allowed as one word.

Cash remittances to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittances cannot be acknowledged.

WANTED

DEAD STOCK OF PATENT MEDICINES. drugs and sundries bought or exchanged. Write The Drug Exchange Co., P.O. Box 1343, Montreal, Que.

WANTED — ADVERTISING WRITER Acquainted with grocery trade. A large advertising agency wishes to add to its copy staff a young man familiar with the retail grocery trade and who has been writing advertisements for grocery lines. Good prospects for man with ideas—write stating age, present salary—salary desired and sending samples of work. Address General Manager, Box 1934, Montreal.

WANTED BY OLD ESTABLISHED FOOD product manufacturing concern, salesman for Canada for grocery and table product trade, to sell Royal Salad Dressing and other specialties. Address, giving fullest particulars as to age, experience, and line sold, with references, to The Horton-Cato Manufacturing Co., Windsor, Ont.

POSITION WANTED BY YOUNG MAN, AGE 32. Open to consider any good offer. Several years' experience as manager of general store doing business over five thousand dollars per week. Have made good in present position. Can furnish high class references. Box 468, Canadian Grocer.

WANTED BY YOUNG MAN, POSITION IN general store. Experienced Box 466, Canadian Grocer.

GROCERY LINE WANTED ON COMMISSION by a traveller having a large experience with the wholesale grocers, the best retail grocers and also confectionery trade. Have sold English and American lines in the Provinces. I have Canadian lines but need another. References if necessary. Traveller, Box 475, Truro, N.S.

**Sugar Bags
WANTED**

WRITE

E-PULLAN

TORONTO

Use this page—the page that is never overlooked—from time to time to put efficiency in your service, and watch it for opportunities.

Everything is classified under appropriate headings, so that you can, at a glance, find what you are looking for. Quite often the want ad page is consulted as a guide to conditions.

Anything used or of interest to the Grocery trade can be located by an advertisement on this page.

CANADIAN GROCER reaches thousands of the best grocers in the Dominion—the kind you want to speak to.

The cost of this service to you is very small—2 cents per word first insertion, and 1 cent per word for each subsequent insertion of the same advertisement. If you do not wish your name to appear in the ad we have a Box system whereby everything is strictly confidential, for which we charge 5 cents per insertion extra.

Kindly enclose remittance with ad so as to save unnecessary bookkeeping, etc.

FOR SALE

CASH GROCERY BUSINESS AVERAGING \$450 weekly. Dwelling and store combined Box 440, Canadian Grocer.

EMPTY BAGS FOR SALE

EXCELLENT ONCE USED JUTE FLOUR bags. Apply Joseph Wood & Co., Halifax, N.S.

SOLID BRICK STORE AND DWELLING. Store 2 stories high, 67 x 44. Storehouse 30 x 20. All new and complete. Will sell with stock or reduce stock. Would take Victory Bonds part payment. Terms to suit purchaser. Good reasons for selling. Apply O. C. Simpson, Box 37, Metcalfe, Ont.


GROCERY AND HOME BAKERY, ALSO VERY desirable corner property with buildings: sales for 1918 over \$30,000. This is an all cash and carry trade. Positively a chance in a lifetime to procure a splendid paying business and very choice property, \$7,000. Will handle balance on terms. Owner is retiring. 968 Bathurst Street, Toronto.

FOR SALE—GROCERY AND MEAT. STOCK about \$3,000, fixtures \$1,000. Will rent fixtures with stock. Last year turnover \$30,000. Both stands connected with door between. Will also rent up-to-date flat above store to same party Box 470, Canadian Grocer.

SALE PRICE, \$75.00 GIPE-HAZARD RAIL- way system. 5 station. Hardly the worse of use. Poole & Company, Woodstock, Ont.

YOUR Advertisement in
this paper will get you
results. TRY IT.

**15
cents**



VOLPEEK

MENDS POTS & PANS

Show the housewife how easy it is to make leaky kitchen utensils good as new in an instant by means of Vol-Peek.

Vol-Peek can be applied with the finger—no tools necessary. And the mended article is ready for use in two minutes or less.

Vol-Peek is put up in attractive display stands that make sales easy. Order from your wholesaler or from us direct.

H. NAGLE & CO., Box 2024, Montreal

Greetings!



At last the clamor of arms is stilled, and the long struggle ended.

Valiantly have our armies fought and won, and to-day the cause of Right and Humanity stands forever vindicated.

Never have the Christmas chimes pealed out so joyously, so exultantly as now. Never has Christmas seemed so bright with hope and promise for the days that are to come.

This season will indeed be a festival of peace and good-will, finding deep echo in the hearts of all of us.

In true sincerity we extend to you and yours all good wishes for the approaching season.

May peace and happiness be yours this Christmas time, and may the New Year, upon whose threshold we stand, bring you increased prosperity and witness the culmination of many a long-cherished desire.

THE WILLIAM **DAVIES** COMPANY LIMITED

TORONTO

MONTREAL

HAMILTON

Canada Food Board Packers' License No. 13-50



“Good Cheer!”

Success to you, Mr. Grocer, May your Christmas be a happy one. May the coming year be as full of Prosperity as a glass of Coca-Cola is of healthy good cheer.

The *Coca-Cola* Company

Winnipeg, Man.

CANADIAN GROCER

Member of the Associated Business Papers—Only Weekly Grocery Paper Published in Canada
THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXXII

PUBLICATION OFFICE: TORONTO, DECEMBER 27, 1918

No. 52

START THE NEW YEAR RIGHT

On January 5th next we will issue our first price-list for the year 1919. Don't miss a page of this and each succeeding issue. Note the big values offered, and start the New Year right by resolving to confine your Grocery business to Macdonald-Chapman, Limited, the only one-price house in the West.

The year 1918 has proved another record-breaker for our business, the sales showing an increase of 65%, compared with 1917, and we sincerely thank our friends in the trade who have helped to make this record. We are out to make the year 1919 the biggest yet, and will offer you greater values than ever before. The more business you favor us with, the more money we can save you.

The Macdonalds Consolidated Interests comprise the largest Wholesale Grocery organization in Canada. We have our own Fruit and Vegetable canning plants in British Columbia, a British Columbia Jam Factory, devoted to the manufacture of Pure Jams and Marmalades, and at Winnipeg one of the finest Pure Food Factories in the Dominion, manufacturing Pure Food Specialties. We have twelve Grocery Houses covering the territory from the Great Lakes to the Pacific Coast. Each of these houses carries a complete and up-to-date stock, and no matter what part of the country you are located in, we are in a position to serve you promptly, and you can always rely on quality goods at rock-bottom prices.

We reach you through our price-lists, thereby eliminating the unnecessary and expensive traveller, and if you will mail us your orders, you will find we can save you from 3% to 6% on your purchases, which is a saving you cannot afford to miss.

REMEMBER: We make no charge for cartage from our warehouse to the freight sheds, all goods being delivered free F.O.B. cars, Winnipeg; neither do we charge for packing boxes or bags. This means a big additional saving per year to our customers.

Mail us your orders. We can show you a big saving, and will greatly appreciate your business.

MACDONALD-CHAPMAN, LTD.

CONNECTIONS

MACDONALD-CRAWFORD LTD., Moose Jaw, Saskatoon, Swift Current, North Battleford, Battleford, Prince Albert, Saskatchewan

MACDONALD-COOPER LTD., Edmonton, Calgary, Alberta

A. MACDONALD & CO., Vancouver, Nelson and Fernie, B.C., Fort William, Ont.



THE DISH THAT CARRIES DISTINCTION

Are you spending too much money and time on wrappings? Food containers are getting some specialized consideration these days.

The **Riteshape** dish is a fine example of high-powered efficiency. When you use a **Riteshape** forget the string altogether—you don't need any string.

The dish is strong and durable, you need only paper enough to cover it, about seventy-five per cent. less paper than you would use if you did not use the dish.

Do not put any waxed or parchment paper into the bottom of the dish. You don't need to. The dish doesn't need any paper lining. Furthermore, the paper lining is always saturated with food which is wasted.

With the **Riteshape** in your store you can put up packages of many foods in advance of demand and thus utilize time that otherwise would be spent in less profitable occupations. Such packages ready when your rush trade comes in will save your time and the time of innumerable customers. And time is valuable in many cases more so than materials.

Ask Your Jobber, or

The Oval Wood Dish Co., Inc. Victoria Paper & Twine Co.

Manufacturers
TUPPER LAKE, N.Y.

Distributors
TORONTO MONTREAL HALIFAX



Happy New Year!



Standing on the threshold of the New Year we take much pleasure in tendering you our warmest wishes for an unbroken record of business prosperity and happiness throughout 1919. May your sales of



Borden's



Borden's



Borden's



Borden's

Milk Products increase in volume proving still more conclusively that it pays to sell FIRST QUALITY PRODUCTS always.

Borden Milk Company, LIMITED

"LEADERS OF QUALITY"

MONTREAL

Branch Office, No. 2 Arcade Building, Vancouver

License No. 14-213

BOWES PRODUCTS FOR 1919

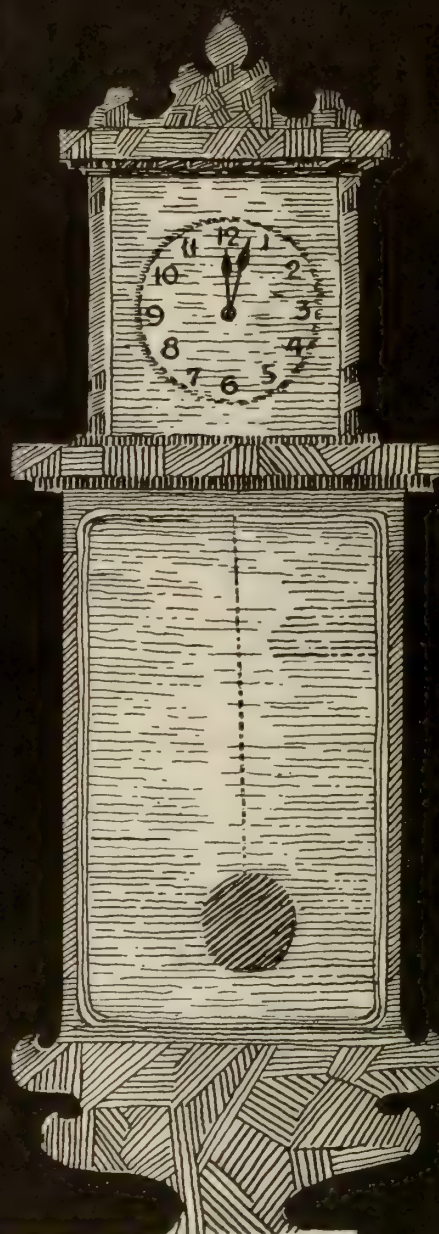
You who have sold Bowes' Products throughout 1918 will need to make no new resolution to handle them during 1919; you will continue to sell them because they have already convinced you of their worthiness.

But you who have yet to become acquainted with these popular products could make no better business resolution than to determine that you will handle them during 1919.

Such a resolution will do much to insure for you

A MOST PROSPEROUS NEW YEAR

You can get Bowes Products through your wholesaler. Ask him.



*Bowes Peanut Butter
Bowes Worcestershire Sauce
Bowes Pure Maple Syrup*

1919

1918

CLARK'S



THE
REAL
THING
IN

PORK and BEANS

THE BRAND
YOUR
CUSTOMER
WANTS



CLARK'S

W. CLARK
LIMITED



MONTREAL

Mr. Grocer!

Here are the goods you are looking for
Pure Spanish Olive Oil, put up in cans of all
sizes.

Olives, Queens and Manzanillas, put up in
pails of 7½ gals., 15 gals., barrels—49 gals.

Salad Oil in gallons, ½ gals., 1 qt. cans.

Romano Cheese

Macaroni

Tomato Paste

Peas and Beans, Imported and Domestic

French Peas, in cans, Petit Pois.



Write us for quotations.

Watch this advertisement each week.

ABOOSAMRA KOURI

Wholesale Importer of European Groceries

31-33 BONSECOURS ST.

MONTREAL



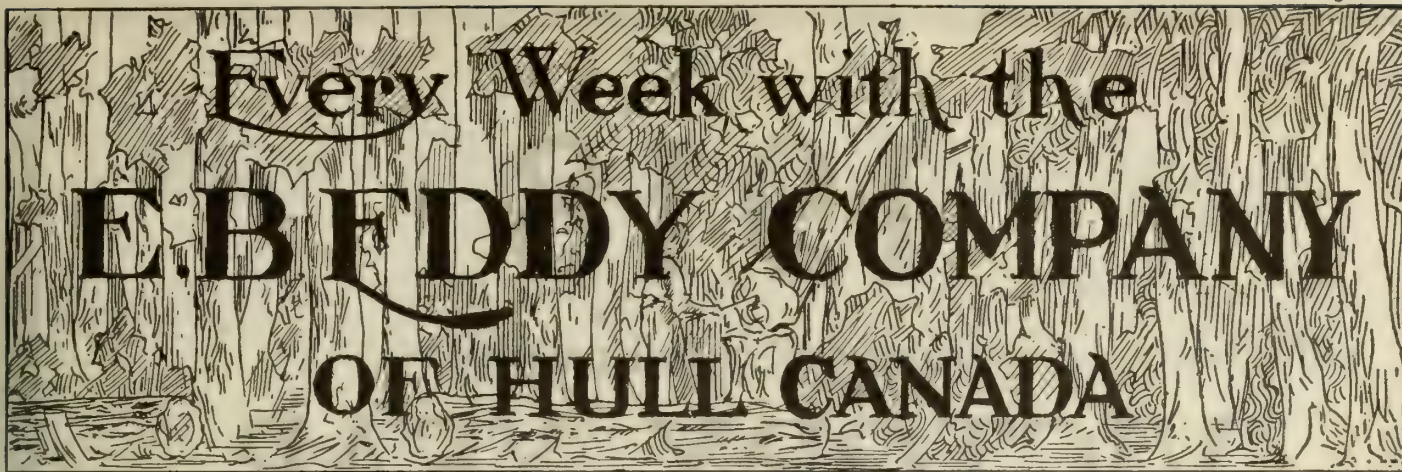
A Superior Sweetening Medium

that has won the confidence of particular
people on account of its excellent quality.

Royal Acadia is the safest sugar for you to sell. It
will satisfy your customers thoroughly.

In 2 and 5-lb. cartons; 10, 20 and 100-lb. bags; half-
barrels and barrels.

The Acadia Sugar Refining Co., Limited
HALIFAX, CANADA



Story for Week Dated Dec. 27, 1918.

Being No. 14 in the Serie

An E. B. Eddy Company Lumber Camp in the Bush



INDUSTRIAL operations of the E. B. Eddy Company at Hull are housed in the most modern factory buildings, with every mechanical device to ensure perfection of product, as you have seen to some extent, and will see still further in this series. But the little old log cabin has still a place in Canadian industry, as the picture reveals.

This is a typical Eddy Company lumber camp, built of the sort of logs that can be made into matches, paper or indurated ware by the Eddy processes. But these logs instead of being rafted down the river to Hull, remain in the bush furnishing shelter for the lumbermen. They are the outposts of Eddy Company enterprise away out in the timber limits.

Eddy matches; Eddy paper bags, and tissue papers; Eddy indurated ware, are by their wide distribution through the clear channels of the Canadian retail trade so familiar to so many people that one is apt to forget their origin in the timber that is one of Canada's most valuable natural resources. The picture of the little old log cabin near where saw and axe are plied constantly to supply raw material for the busy Eddy plant, will remind you.



The
E. B. Eddy Co.
Wish You a
Happy
and Prosperous
New Year



If any advertisement interests you, tear it out now and place with letters to be answered.

1918

will always be remembered by all peoples as

VICTORY YEAR.

1919

now lies before you, Mr. Dealer. Are you ready for it? Make it, too, a record-breaker. You should and can if you

BUY RIGHT

and always buy the Best quality and from reliable people. It costs you very little more and you get satisfaction. You know that old maxim, "Goods well bought are half sold."

SELL RIGHT

By buying quality goods you turn over your stock much quicker. People are after the "good stuff" and want it. If you don't have it they will go somewhere else.

We will continue to offer the same high quality goods throughout the coming year and want your business.

Let us have it—we will take care of it.

Established 1861

*"The Firm
for Service"*

H. WALKER & SON

*"The House
of Quality"*

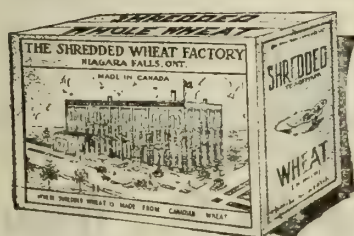
Canadian Food Control License Nos. 3-090, 3-204

War Changed The Map

but did not change the process of
manufacture or the purity, wholesome-
ness or nutritive value of

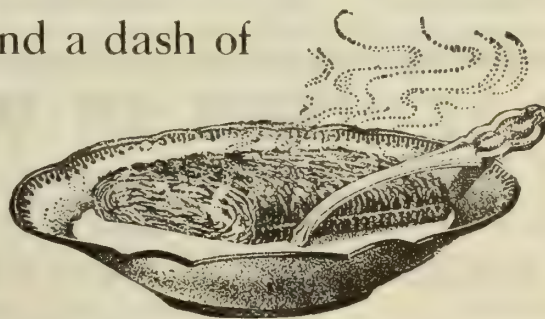
SHREDDED WHEAT

It is the same cereal you have always sold, made of the
Whole Wheat, nothing wasted, nothing thrown away.



Shredded Wheat gives the greatest
amount of real digestible nutriment for
the least money. It is ready-cooked,
ready to eat. Saves fuel, saves food,
saves health. It re-

quires no sugar—just milk and a dash of
salt.



MADE IN CANADA

The Canadian Shredded Wheat Company, Limited
Niagara Falls, Canada

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

The service department of Canadian Grocer will gladly assist manufacturers at home and abroad in making arrangements with the firms in all parts of Canada whose announcements appear on this page.

WESTERN PROVINCES

MANITOBA
SASKATCHEWAN

Wholesale Grocery Commission
Brokers

ALBERTA
WESTERN ONTARIO

H. P. PENNOCK & CO., Ltd.

Head Office: WINNIPEG Manitoba

We solicit correspondence from large and progressive manufacturers wanting active and responsible representation west of the Great Lakes. An efficient selling organization, and an old-established connection with the trade, place us in a position to offer you unexcelled facilities for marketing your products. Write us now.

"Always On The Job"

The H. L. Perry Co., Ltd., 214-216 Princess St., Winnipeg

As your Selling Agents, we can make a big success of your Account.

STORAGE

DISTRIBUTING

FORWARDING

SIX HOUSES IN WESTERN CANADA

W. H. ESCOTT CO., LIMITED

Winnipeg, Man.

W. H. ESCOTT CO., LIMITED

Calgary, Alta.

W. H. ESCOTT CO., LIMITED

Saskatoon, Sask.

W. H. ESCOTT CO., LIMITED, Fort William, Ont.

W. H. ESCOTT CO., LIMITED

Regina, Sask.

W. H. ESCOTT CO., LIMITED, Edmonton, Alta.

WHOLESALE GROCERY BROKERS, MANUFACTURERS AGENTS, IMPORTERS

Consignments Solicited

HEAD OFFICE: 181-183 Bannatyne Ave. East, WINNIPEG

Write Us



Connect with the Western Market Through This House

Here is an organization fully equipped in every way to introduce your product and push it in a way that spells quick, profitable returns. Some of our salesmen do retail selling exclusively.

We are agents for Christie's Biscuits and Robertson's Confectionery.

SCOTT-BATHGATE CO., LTD.

149 Notre Dame Ave. E., WINNIPEG

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

PUGSLEY, DINGMAN CO., LIMITED
JOHN TAYLOR & CO., LIMITED
ETC., ETC., ETC.

We represent some of the best manufacturers, of whom the above are examples. We will give your line the same attention.

F. D. COCKBURN CO.
WINNIPEG

G. B. Thompson & Co.

Wholesale Commission Brokers and
Commission Agents

We can handle a few more good lines.
Storage Warehouses and Transfer Truck.
149 Notre Dame Ave. E. - WINNIPEG
Established 1898.

D. J. MacLeod & Co.

*Manufacturers' Agents
and Grocery Brokers*
EDMONTON, ALTA.

Open to negotiate for new lines in Alberta.
Our staff calls on wholesale trade and does
detail work.

A. M. Maclure & Co.

MALTESE CROSS BUILDING
WINNIPEG

IMPORTERS, BROKERS
MAN'F'S. AGENTS
GROCERY, DRUG AND
CONFECTIONERY
SPECIALTIES

C. H. GRANT CO.

Wholesale Commission Brokers and
Manufacturers' Agents

1206 McArthur Bldg., Winnipeg
We have the facilities for giving manu-
facturers first-class service.

Winnipeg Warehousing Co.
Winnipeg

Prompt and Efficient
SERVICE

Ship your consignments in our care.
We have adequate trade facilities to
handle any amount of business
promptly. Goods distributed in Win-
nipeg or re-shipped to points west.

**WAREHOUSING
DISTRIBUTING
STORAGE**

WATSON & TRUESDALE

Wholesale Grocery Brokers and Manufacturers' Agents

Have live men doing detail work throughout our territory. Manitoba,
Saskatchewan and Alberta. They get the business, and can get it
for you. Write us, and we will explain our system.

156 LOMBARD STREET - - WINNIPEG, MANITOBA

Trackage
Storage
Distri-
bution

Donald H. Bain Co.

Wholesale Grocery Commission Agents

A sales force of competent men.

Ample capital—and the reliability that goes with it.

A record of results—and the prestige that follows it.

An energetic, result-getting organization—with satisfied clients to
prove it.

Are all at your disposal if WE represent you.

Every branch a business in itself, directed by capable, experienced
managers.

All varieties of Food Products.

If you want results get in touch with us.

Head Office: WINNIPEG

Branches—REGINA, SASKATOON, EDMONTON, CALGARY, VANCOUVER

Canada Food Board License No. 6-450

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

The service department of Canadian Grocer will gladly assist manufacturers at home and abroad in making arrangements with the firms in all parts of Canada whose announcements appear on this page.

ONTARIO

W. G. PATRICK & CO.
Limited

Manufacturers' Agents
and Importers

51-53 Wellington St., W. Toronto

MACLURE & LANGLEY
Limited

Manufacturers' Agents

Grocers, Confectioners and Drug
Specialists

12 Front Street East Toronto

W. F. ELLIOT

Importer & Manufacturers' Agent
(Cor. Leith and Hardisty Sts.)

FORT WILLIAM, ONT.

Established 1909.

W. G. A. LAMBE & CO.
TORONTO

Established 1885

SUGARS

FRUITS

Use Our Condensed
Advertisement Page
for Your Wants

H. D. MARSHALL

Wholesale Grocery Broker

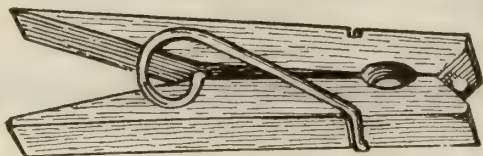
OTTAWA

MONTREAL

HALIFAX

The Megantic Broom Mfg. Co., Ltd.

Manufacturers of Brooms and Clothes Pins



Lake Megantic, Que.

Represented by

Boivin & Grenier, Québec.

Delorme Frère, Montréal.

J. Hunter White, St. John.
N.B.

H. D. Marshall, Ottawa.

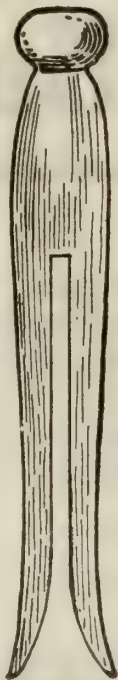
Harry Horne Co., Toronto.

Tomlinson & O'Brien, Winni-
peg.

Oppenheimer Bros., Vancou-
ver.

These agents have always a
stock on hand sufficient to
satisfy the demands of clients
in their territory.

Satisfaction on these three
lines guaranteed.



It is the superior quality that con-
tinually brings new buyers, and holds
the trade of old customers if you stock

OCEAN BLUE

Order from your Wholesaler.

HARGREAVES (CANADA) LIMITED

The Gray Bldg., 24-26 Wellington St. W., Toronto.

WESTERN AGENTS:—For Manitoba,

Saskatchewan and Alberta — W. L.

Mackenzie & Co., Ltd.,

Winnipeg, Regina, Sas-

katoon, Calgary,

and Edmonton.

For British

Columbia and

Yukon — Creeden

& Ivory, Rooms

5 and 6, Jones

Block, 407 Hast-

ings Street W.,

Vancouver, B.C.



"Golden Nut" PEANUT BUTTER

J. JONES, WINNIPEG

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

The service department of Canadian Grocer will gladly assist manufacturers at home and abroad in making arrangements with the firms in all parts of Canada whose announcements appear on this page.

QUEBEC

**ROSE & LAFLAMME
LIMITED**
Commission Merchants
Grocers' Specialties
MONTREAL TORONTO
Canadian Food Control License Nos. 6-26/7/8

THE S. G. BENDON UTILITY CO.
Brokers and Commission Agents
87 Notre Dame St. W. - Montreal.
License No. 6-933
Try our Utility Service. Don't wait, do it now.
Agencies Wanted.

JOHN E TURTON

Wholesale Grocery Broker
BOARD OF TRADE BUILDING
MONTREAL

C. B. HART, Reg.
Montreal, P.Q.
Grocery and Chemical Brokers
Commission Agents

Paul F. Gauvreau
Wholesale Broker. Flour, Feed, Provisions
84 St. Peter Street, Quebec
On demand will quote Salted Cod Fish.
Salted Salmon. Buyer of all kinds of
feeds and grains.

J. L. FREEMAN & CO.
Wholesale Grocery Brokers
St. Nicholas Bld. - Montreal

MARITIME PROVINCES

GENEST & GENEST, LTD.
COURTIERS-BROKERS
CORN and CORN PRODUCTS-PEAS
Grain, Flour and Feed-Wholesale Only
Grocers Specialties
BOARD OF TRADE BLDG., MONTREAL

Schofield & Beer, St. John, N.B.
Manufacturers Agents
Agents for: Acadia Sugar Refining Co.,
Ltd., of Halifax, N.S.; W. C. Mac-
donald, Regd., Montreal, P.Q.; F. W.
Berk & Co., London, Eng.; The T.
Upton Co., Ltd., Hamilton, Ont.

GAETZ & CO.
MANUFACTURERS' AGENTS AND
GROCERY BROKERS
47-49 Upper Water St., Halifax, N.S.

Mention This Paper When Writing
Advertisers.

The Colwell Brokerage Co., Ltd.
St. John, N.B.

Mdse. Brokers and Wholesalers
Custom Brokers and Forwarding Agents.
We are open for two sole agencies for
New Brunswick or Maritime Provinces.

Man Left You, Did He ?

And for the life of you you don't know where to find another to replace him. Well, our advice to you—and it's good advice—is: Find him by advertising—a small condensed advertisement in CANADIAN GROCER.

If you wanted a blacksmith, we wouldn't recommend CANADIAN GROCER, but when it comes to finding a man for the grocery business, honestly we don't know of a better or cheaper way of finding him than the use of CANADIAN GROCER.

The way to find the man you want is to look for him where he is likely to be found—in the grocery business.

Rate is 2 cents a word first insertion and 1 cent per word each subsequent insertion.
Five cents additional per insertion when replies are to be sent to Box Number in our care.

Send your advertisement and remittance to

Canadian Grocer Want Ads.

143-153 University Avenue
TORONTO

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

The service department of The Canadian Grocer will gladly assist manufacturers at home and abroad in making arrangements with the firms in all parts of Canada whose announcements appear on this page.

BRITISH COLUMBIA

Squirrel Brand PEANUT BUTTER

C. T. NELSON GROCERY BROKER

106 Hibben-Bone Bldg., Victoria, B.C.
In touch with all British Columbia wholesalers and jobbers, and can place your line to best advantage. Live men calling on retail trade.
Victoria Vancouver

SAY YOU SAW IT
IN CANADIAN GROCER
WHEN WRITING TO
ADVERTISERS

The Robert Gillespie Co. Importers and Exporters

323 Homer St., Vancouver
Live Salesmen covering Alberta and B.C.

LITTLE BROS. LTD., VANCOUVER, B.C.

Established 15 Years. Live Staff of Salesmen. First-Class Storage and Warehouse Facilities.
We can place one or two good specialty lines on the B.C. market. If you want live representation, write us to-day.

Wantmore PEANUT BUTTER The Finest Spread for Bread



A delicious line. Made from selected hand-picked, blanched peanuts.

Healthful, nutritious and palatable. Physicians recommend it for children.

When you sell a customer one can of WANTMORE Peanut Butter you will sell her many more.

Its goodness will keep it repeating and you make a good profit on every sale.

Ask your jobber for it, or write direct to us.

R. L. Fowler & Co., Ltd.
Manufacturers

CALGARY

SASKATOON

REGINA

License No. 15-241

Imperial Rice Milling Co., Ltd. VANCOUVER, B.C.



We are offering the best value
in Rice on the Canadian
market to-day.

Canada Food Board License No. 4-517

"PRIMROSE" PILCHARDS



*Strictly Prime
Quality*

Ocean Caught

Packed Only By Hand

*Rich in flavor and high
in food value*

Defiance Packing Co., Ltd.
Head Office: VANCOUVER B.C.

Canneries at West Vancouver and Port
Renfrew, B.C.

Sales Agents: Balfour, Guthrie & Co.
Vancouver, B.C.

Salmon Commandeered



Packed in 1 lb. Talls
and 1-2 lb. Flats
Sold by Your Jobber

**SNOW CAP
BRAND
PILCHARDS**

are more deli-
cious than
SOCKEYE
and are less
than half the
price.

For Salads and
Sandwiches

*They are More
of a Dainty
Than Tuna
Fish*

**"Snow
Cap"**

is Hand Packed
by

The Nootka Packing Co., Ltd.
NOOTKA, B.C.

ALBATROSS BRAND

TRADE MARK

CLAYOQUOT SOUND CANNING CO. LTD.
J. L. BECKWITH, AGENT
VICTORIA, B.C.

**FRESH
BRITISH COLUMBIA**

PILCHARD

EMPTY CONTENTS AS ABOVE SHOWN

DIRECTIONS:
WHEN REQUIRED
NOT PLACE THE
CAN BEFORE BEING
OPENED INTO
BOILING WATER
FOR TEN
MINUTES

**Your Customers Will Like
ALBATROSS
BRAND**

PILCHARD

It is a wholesome and delicious Sea Food
and with the prevailing big demand for
fish dealers will find Albatross Brand
Pilchards a quick-mover and a good
money-maker, too.

Clayoquot-Sound Canning Co., Ltd.
J. L. BECKWITH, Agent
VICTORIA - B.C.

Watson's

**KIPPERED
HERRING**

Smoked: Kippers, Bloaters, Boneless Herring, Herring
Chicks. Pickled: Scotch-cured Herring (barrels and half-
barrels and pails); Frozen Herring, Fish Paste in glass jars.

Watson Bros. Fishing & Packing Co., Ltd., Vancouver

**Need Any
Oriental Products?**

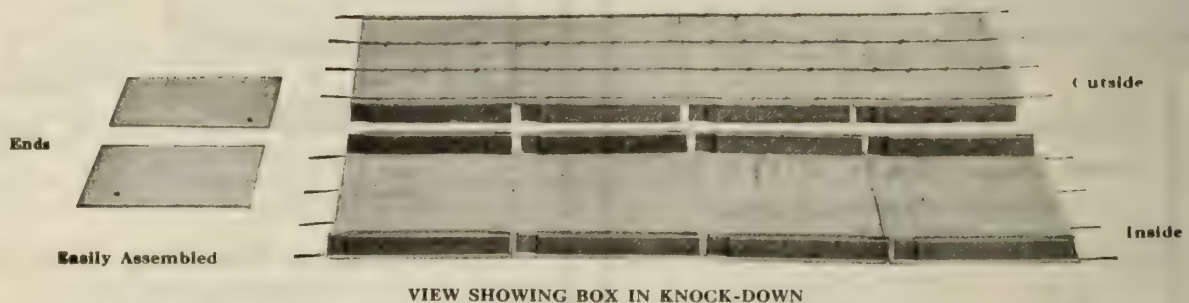
We are importers and can quote you to advantage. Inter-
ested in the Japanese Markets? We can place your product
there successfully.

R. G. BEDLINGTON & CO., LIMITED, VANCOUVER

Resolve now to safeguard your 1919 shipments by packing them in

4-One Wirebound Boxes

(Famous for Economy)



VIEW SHOWING BOX IN KNOCK-DOWN

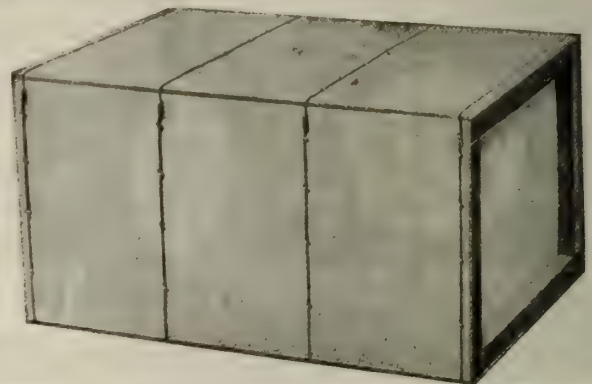
By including this in your New Year Resolutions you will be laying the foundations of a Prosperous New Year.

Just consider the advantages of shipping in 4-ONE WIRE-BOUND BOXES:

Their **Lightness** means less freight charges.

Their **Security** means safe arrival of goods at destination without risk of pilfering in transit.

The **"Knock Down"** feature saves storage space.



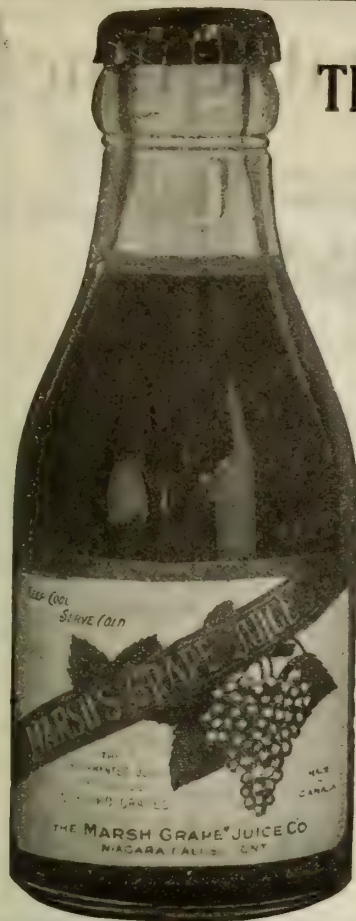
VIEW SHOWING BOX READY FOR SHIPMENT

Make it a Prosperous Business Year by using 4-One Wirebound Boxes in your shipping department.

Would you like us to send you samples and prices? State what size (inside measurements) length, width, depth and weight of contents.

CANADIAN WOOD PRODUCTS

TORONTO LIMITED



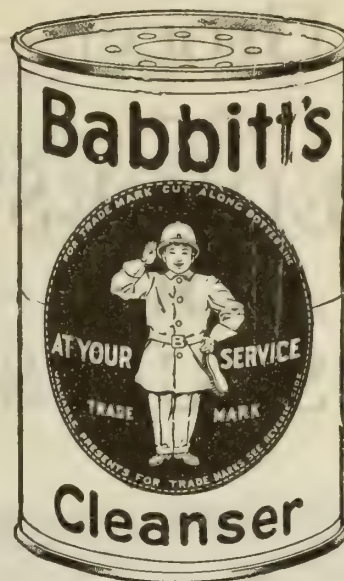
They're Bound To Buy It Elsewhere

if you don't
keep it in
stock. Marsh's
Grape Juice is
a very popular
beverage.

**The Marsh Grape
Juice Company**
NIAGARA FALLS - ONT.

**The MacLaren Imperial
Cheese Co., Limited**
Toronto, Ont.

Ontario Agents:
ROSE & LAFLAMME
Limited, Montreal, Que.



The Housewife's Favorite!

Always in good demand

CANADIAN HEADQUARTERS:
180 St. Paul St. W., Montreal

Canadian Selling Representatives:
Eastern Canada: Wm. H. Dunn, Ltd., Montreal
Ontario: Dunn-Hortop, Ltd., Toronto
Man., Sask. Alta.: Watson & Truesdale, Winnipeg

A Widely Advertised Baking Powder

EGG-O BAKING POWDER and Baker's Special is being widely advertised throughout the Dominion. Continuous newspaper and magazine advertising of special interest to women is creating a bigger demand for Egg-O.

Every dealer should, therefore, have a good stock on hand to meet the demand.

You have had many inquiries for Egg-O—you will have more. Your customers will ask for Egg-O. Do not disappoint them.

A good Baking Powder is imperative with heavy war flours, so you need have no hesitation in recommending Egg-O.

Sell the larger tins. It saves tin and cinches your customer's trade. Once, always, with Egg-O.

EGG-O BAKING POWDER CO.
HAMILTON, CANADA LIMITED



Branches:
TORONTO, KINGSTON
and MONTREAL

Mr. Grocer—Here's a Profitable Line

PREDIGEST DOG BISCUITS



They are palatable, clean and wholesome, a Predigested food.

There are customers in your vicinity who buy Dog Biscuits regularly. Plan to get your share of the business. Order a supply to-day, through your jobber or direct.

Put up in 5 lb. and 25 lb. cartons and
100 lb. bags.

PREDIGEST FOOD COMPANY, LIMITED
TORONTO, CANADA

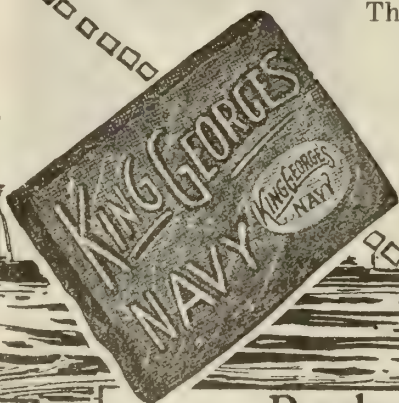
KING GEORGE'S NAVY

**CHEWING
TOBACCO**

Is Always a Dependable Repeater

First sales of King George's Navy are always the beginning of regular "repeats." The quality of this delicious chew, coupled with the aggressive consumer advertising consistently maintained keeps the dealer's stock moving rapidly.

Ask your wholesaler
to ship you.



Rock City Tobacco Co., Ltd.

SELECTED and blended by experts who have had long years of experience in the tea business---that's why Red Rose is **ALWAYS** "good" tea.

T.H. Estabrooks Co., Limited

St. John Toronto Winnipeg Calgary

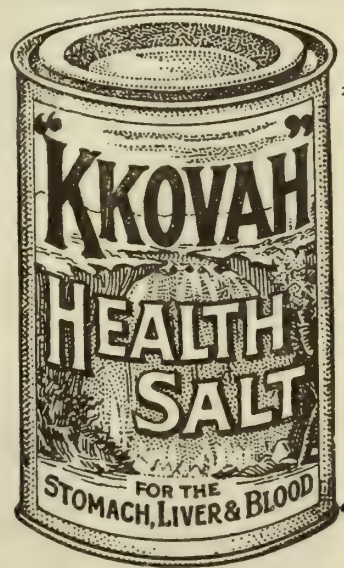
Canada Food Board License No. 6-276



Reliability

That is the big feature about these two Kkovah products.

"KKOVAH"
CUSTARD
and
"KKOVAH"
HEALTH SALT



are thoroughly reliable, giving the customer full value and satisfaction.
They give the dealer a good profit. Are you well supplied?

Sole Agents for Canada:

MACLURE & LANGLEY, LIMITED

WINNIPEG

::

TORONTO

::

MONTREAL

She's Sure to Like **KEEN'S**

The popularity of Keen's Oxford Blue is your guarantee of pleased customers.

Good housewives everywhere know Keen's Oxford Blue. A little window or counter display will prove what a seller it is.



Magor, Son & Co., Limited

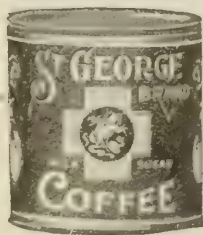
191 St. Paul Street W., Montreal

30 Church St., Toronto

One of these good looking display cards will keep your stock of Keen's moving.



These are the Milk Products of unquestioned quality



This is a Bona-fide Canadian Company

They are Malcolm Milk Products—the All-Canadian lines that have won the public's approval on account of their unusual richness and all-round good quality.

Try them in your next window trim. Suggest them with every order.

We'll send you a 5-case lot and prepay freight up to 50c per 100 lbs., provided your store is situated in either Ontario, Quebec or the Maritime Provinces.

THE MALCOLM CONDENSING CO., LTD.

ST. GEORGE, ONTARIO

The All-Canadian Condensed Milk Company

CANADIAN GROCER

Vol. XXXII.

TORONTO, DECEMBER 27, 1918

No. 52

City and Country Help One Another

A. F. Higgins, Head of a Chain of Six Stores, Three in Winnipeg, and Three in Smaller Towns, Tells of His System of Co-ordinating Their Interests—
A Strong Case For the Cash System

OUR country stores are in some ways supply stations for our city stores. The produce received at the country stores is sent to the city for distribution and selling. In doing this, we have fresh country supplies on hand all the time.

"This itself is an important feature of our business as we are able to purchase and sell cheaper than we could if we were buying our produce through any other source. We are really country-men you see," said A. F. Higgins, of 600 Main street, Winnipeg, to a CANADIAN GROCER representative.

Keeping Track of Many Stores

"You have come to me about my system of knowing just what each of my stores sell, purchase and have on hand. It is an easy one. In fact it is one we made ourselves, improving on it as we went along, year after year.

"We have found our system very satisfactory and correct, never out very much and even when we are, we can check it up in a very few minutes. I have quite lately thought that I would at some time in the future give others a chance to try it.



groceries (d), flour, which is separate (e). Each page of my little book is for a certain store.

"The first space is for total amount of sales for a month of last year. The second is for total amount of sales for the same month this year. The third is for costs, and so on across the page. At the end of each day, week or month, I can find the total cost of each depart-

store, except of course in one or two instances such as when I can buy goods in large quantities and get them cheaper. In that case a certain amount of the goods are shipped to the other stores.

"Every morning I receive a statement from them giving their sales and costs for the day before in my department form and these are duly entered in my book. In that way I know just how much of every article or department each store has on hand.

Believe in Cash Business

"I believe in cash business for, not only do I get better satisfaction, but I am able to give my customer better service and quality, which is certainly welcomed by them. You can do a much larger business in cash than in credit, owing I think to this, a man who is able to pay cash will go to a cash store to buy because he knows he is getting better service and quality for his money.

Six Stores on a Cash Basis

"I have six stores, each doing a cash business. We made the change from credit to cash at our Morris store eight years ago. In the spring of 1914 we opened cash at Carman, the following spring at Roland. Then in the fall of 1915 we moved to Winnipeg to live, later buying the Fort Rouge store.

"In February of 1917, I purchased the Portage avenue store and carried on with these two until August, 1918, at which time I took over the store at 600 Main street, making it my headquarters. In each case where I made the change, from credit to cash, I gave my customers two month's notice and found that the customers welcomed the change."

"What do you estimate your business turnover for this year?" Mr. Higgins was asked. "At the present rate of business I expect to have a turnover of over one-half-million," he replied. What few accounts I have, and they are very few, are monthly ones for which I use a loose leaf ledger. We cater to every class of people here and expect to have a few accounts."

CARMAN STORE Monthly Statement

Dept.	Last Year	This Year	Costs	Cartage	Other items here
Clothing .....(a)	3,240	3,568	1,155	10.00	
Shoes .....(b)	238	310	250	6.50	
Meats .....(c)	728	940	720		
Groceries .....(d)	4,268	4,475	3,325	15.00	
*Flour .....(e)	1,268	672	595		

*The reductions in the sales of E or Flour is accounted for by the War measures which came into effect this year.

Can Tell Conditions at a Glance

"By my system I can tell exactly what each store bought and sold, the cost price and selling price for every month. Each article is classed as a department itself. First we will take clothing. We will call clothing (a), shoes (b), meats (c),

ment or class of goods, the amount of sales, and the profit, even whether more was sold in the month for the previous year.

"We have thirteen departments in all, the bookkeeping of each being done with pencil. We are seldom out more than \$50 to \$100 for the year.

Each Manager Responsible for His Store

"Now as to stocking these other stores. Each manager is responsible for his

World's Sugar Supply in 1919 Will Show Decline

Production in the Americas Will Show Material Increase, but Other Sources of Supply Will be Curtailed, and Will Increase Demands Upon the Production of Western Hemisphere

ACCORDING to the latest bulletin on crop prospects in sugar issued by Willett & Gray there will be a falling off in the world's production of sugar of some 74,158 long tons. On the American continent and the Islands of the West Indies there will be a marked improvement in production that should materially ease the situation in this country. The Cuban crop, for instance, is estimated at 3,600,000 tons against 3,446,083 for the season 1917-18. This crop is already beginning to move. The West Indian crops that will follow somewhat later on the market, all show substantial increases according to the latest estimates. The British West Indian Islands show an improvement of from 20 to 30 per cent., while San Domingo, a source from which Canada draws heavily for raw sugars, shows an increase of from 145,000 to 160,000.

The Louisiana cane crop will show a marked improvement, and there will be some improvement also noted in the Hawaiian crop. In the whole American group of producing sources there will, it

is estimated, be an improvement of from 5,675,842 to 6,202,635.

Asia Shows Falling Off

On the other hand all producing sections in Asia except the Philippine Islands will show a falling off from last year's record for a total decline of 378,882 tons. Australia will be behind almost a hundred thousand tons, and Fiji about 25 per cent. of last year's output.

Africa will show a slight increase in production and Spain will be about the same. In the beet sugar crop the falling off is pronounced. The European production will decline roughly 100,000 tons, and the American production about 50,000 tons. Only in Canada is there any increase in beet sugar noted, and Canada will be ahead about 6,000 tons.

While the general falling off in world's production is offset to a large extent by the improvement of 526,793 tons in the Americas there is yet a marked deficit, that will be mainly felt in Europe, so the need will in all probability still be felt for some measure of conservation to meet these conditions.

in for unfair trade purposes. When so unfairly used, price cutting is attempted to be cloaked as lawful competition and justified by the Supreme Court decisions.

"There must be a common ground whereon the rights of producer, purveyor and consumer may each be fully secured and equity done to all. The search for such a ground has been a task of the commission and results in the following conclusions:

"(1) That producers of identified goods should be protected in their intangible property right or goodwill.

"(2) That the unlimited power both to fix and to enforce and maintain a resale price may not be made lawful with safety.

"(3) That unrestrained price cutting is not in the public interest.

"Bills now pending before Congress may well be made to meet the difficulties of the situation if amended to provide for a review of the terms of resale contracts and revision of resale prices, by a disinterested agency.

"Therefore, it is recommended that it be provided by law that if the manufacturer of an article produced and sold under competitive conditions, desires to fix and maintain resale prices, he shall file with an agency designated by the Congress a description of such article, the contract of sale and the price schedule which he proposes to maintain and that the agency designated by the Congress be charged with the duty, either upon its own initiative or upon complaint of any dealer or consumer or any other party in interest, to review the terms of such contract and to revise such prices and that any date and information needful for a determination be made available to such agency."

UNIVERSITY OF MANITOBA MAY HAVE COURSE OF BUSINESS EDUCATION

Acting upon the reports of W. J. Keyes and J. H. Curle, who made a survey of a number of towns in August with a view to determining the possibilities for business education, the Advisory Committee on Commercial Education of the University of Manitoba just recently submitted a recommendation to the Board of Governors of the University suggesting:

The immediate appointment of a Director of Commercial Courses, whose duty it will be under the direction of the Advisory Committee of Commercial Education and the University Council to conduct instruction to be offered in Winnipeg during the winter months, and to organize classes in business and deliver lectures in the more important towns throughout the province.

U.S. ALMOST DOUBLES PRODUCTION

The United States in many lines has almost doubled its production during the past year. The total production of important products this year compared with last estimated as follows: White potatoes, 88.4 per cent.; sweets, 98.10 per cent.; apples, 113.6; peaches, 89.2; beans, 112.2; peanuts, 120.7 per cent.

U.S. Removes Many Food Stuff Embargoes

Only a Small List Yet Strictly Prohibited—Other Commodities Will be Readily Licensed For Export—Will Effect Great Improvement in the Grocery Business

IT would appear that many of the difficulties that have arisen in the matter of getting supplies in Canada, through the prohibition against importation imposed by the United States War Trade Board, may now be considered a thing of the past. According to a statement given on Monday of this week by Chairman McCormick of the War Trade Board, most of the restrictions imposed on exportation of food products to Canada, Cuba, the West Indian Republics, and the Pan American Republics have been practically withdrawn.

From now on application for import of all but a few articles will be received by the Board and will be favorably considered.

The only food commodities against which a hard and fast prohibition remains in force are wheat and wheat flour, coffee, sugar, corn, butter, cheese, eggs, linseed meal and cake and cottonseed meals and cake, the latter items being used in the manufacture of fodder. Even these restricted commodities may be obtained in stated quantities through Government channels.

The modification of these prohibitions will go a long way toward improving the food situation in Canada.

THE RESALE PRICE QUESTION

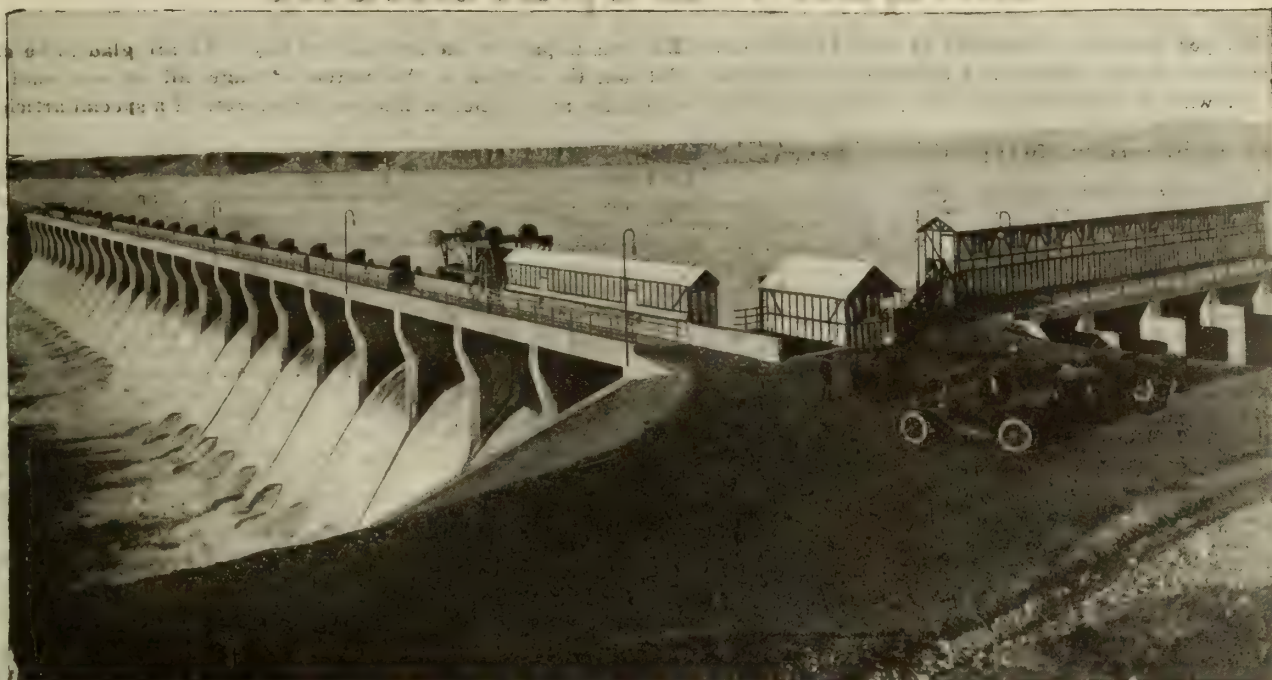
U.S. Federal Trade Commission Discusses Question Pointing Out That Unlimited Price Cutting is a Bane Not a Blessing

In a special report to Congress on the subject of control of resale prices, the Federal Trade Commission says in part:

"The Supreme Court has made it clear that, in the present state of the law the maintenance of a resale price by the producer is a restraint of trade and is unlawful.

"Such being the judgment of the Supreme Court, the Federal Trade Commission has enforced the law, even though it may have appeared to operate inequitably in some cases. In its enforcement of this rule, the commission has been mindful that the cutting of a recognized resale price on well established and identified articles has been at times indulged

Current Events in Photograph



THE GREAT DAM AT BASSANO, ALBERTA

Water sufficient to irrigate 440,000 acres is diverted by the dam, which is one of the largest of its kind in the world. The concrete structure is 720 feet long and it raises the level of the Bow River by 46 feet. The dam is part of the system which supplies water for what is known as the eastern section of the territory to be irrigated. The outlay in connection with this has totalled about \$8,000,000, and there are about 2,500 miles of distributing ditches which take the water to all parts of the country.

TO DEVELOP TRADE WITH NEWFOUNDLAND

THE importance attached to the possible trade development between Montreal and Newfoundland is taking a hold on the business interests of Montreal. The Board of Trade will urge the Federal Department of Trade and Commerce to provide a suitable service between Montreal and the ports of Newfoundland, and steps have already been taken to secure the Government's assistance in making definite plans. The time is considered ripe for a consideration of this big possibility and from the expressions of the jobbers in Montreal made to CANADIAN GROCER, there will be a ready interest on all sides. Every assistance will be given the proposal and with adequate transportation provided, there is little question of the development of trade relations that will bring to Canada a portion of splendid trade that has heretofore gone elsewhere.

METRIC SYSTEM MAY BE ADOPTED BY CANADIANS

THE adoption of a uniform standard of weights and measures for Canada, the United Kingdom and the United States, with a view of facilitating trade in all departments, is under consideration. The movement has made considerable headway in England and the United States and is now being taken

up by the Montreal Board of Trade which is urging the general adoption in Canada, the United Kingdom and the United States of the metric system. This is the standard used by France for a great many years. It runs in tens and is extremely simple. Other boards of trade throughout the country, it is stated, are considering the question and may join in the move and the matter will also be discussed by various business organizations, both retail and manufacturers.

TRADE COMMISSION TO BOOST EXPORT BUSINESS

A CANADIAN Trade Commission, consisting of three members, Sir Charles Gordon, of Montreal, chairman; Charles B. McNaught, of Toronto, and H. B. Thomson, of Victoria, has been appointed by the Dominion Government. The board will have its headquarters at Ottawa, and will co-operate closely with the Canadian Mission in London with a view to securing export trade for Canadian firms and also a share of the business arising out of the reconstruction work in France and Belgium and other war-devastated parts of Europe.

Authority is given to the commission to select and appoint advisory or associate members with a view to associating with itself any industry or class of industry considered advisable.

Enquiry Department

WHEN you become a subscriber to **CANADIAN GROCER** this is part of the Service you buy. We are glad to be of any assistance to our readers and enquiries are solicited. Cut out the coupon at the bottom of page, fill out and mail to us if you want to know where to buy a certain product, agents for any particular line, manufacturers of a special article, etc.

WHERE TO GET BALED SHAVINGS

Where can we get baled shavings such as they use in packing refrigerator walls?—Hayman Bros., Westville, N.S.

Ans.—R. Laidlaw and Co., Mr. Pratt, 65 Yonge Street, Toronto; Rankin & Co., Delaney & Pettit, Eureka Mineral Wool and Asbestos Co., all of Toronto. Probably, however, almost any planing mill would be able to supply you with baled shavings.

MARKET FOR BALED PAPER

How will the market for baled paper be in the future? Will the price be worth the trouble of saving it?—M. W. Ortwein, Hensall, Ont.

Ans.—The market is a fluctuating one, and it is impossible to foretell what the future will be. It is a usual condition, however, that prices are better in the Spring. It is certainly worth saving. See article dealing with this question in last issue.

CONVICTIONS UNDER FOOD BOARD

Can you give any figures as to the number and nature of the convictions against retail merchants in Canada for disobeying the regulations of the Canada Food Board?—R. I. Duff, Anglia, Sask.

Ans.—The solicitor of the Canada Food Board advises us that they are unable to supply the figures requested, but that a report is being prepared that will give particulars. This report will appear soon and will be reprinted in **CANADIAN GROCER**.

LOBSTER PACKER'S ADDRESS

Please give us the address of Fred Magee, lobster packer, somewhere in the Maritime section.—, Toronto.

Ans.—Fred Magee, Ltd., Port Elgin, N.B.

RETAILERS AND SUBSTITUTES

Would you kindly advise me as to how the retail merchants are going to have the flour substitutes taken off their hands as I have quite a stock on hand and don't know where to dispose of it.—H. A. Shearer, Lakefield, R. R. No. 1, Ont.

Ans.—We regret to state that we cannot suggest any remedy. The Canada Food Board has refused to deal with the matter. That leaves it to the merchant to dispose of his stock of substitutes as best he can.

MARGARINE IMPORTS MUST HAVE LICENSE

Can I import oleo now without import and export license from New York State?—A. L. Kreitner, Niagara Falls.

Answer.—No. New customs memorandum draws attention to the fact that old licenses expire Dec. 31 and that margarine presented for entry into Canada after that date may be admitted only upon the presentation of a new license.

GENERAL STORE ACCOUNTING

Where can I get a book giving me information in simple terms on bookkeeping for a general store?—Subscriber.

Answer.—The best simple system we know that is at the same time comprehensive is a book entitled "Department Store Accounts," by Sweetland. It costs \$1.50 and can be obtained from the Technical Book Department of the MacLean Publishing Co., 153 University Avenue, Toronto.

BUSINESS PROFITS TAX

Owing to help going overseas to fight the Huns many merchants didn't take stock. Now the Finance Dept. demand a drastic statement for 1916-17-18 on Business Profits War Tax, under penalty of \$100 a day since 1916.—Grocer, Frontenac County.

Answer.—The only thing to do in this case is to supply the best information possible and to give your reasons for not being able to supply more definite information.

CO-OPERATIVE DELIVERY

Kindly give us the best information you have regarding co-operative delivery.—A. E. Ware, Huntsville, Ont.

Answer.—This information has been sent direct, being too expensive to publish here.

SELLING AGENTS FOR PEANUT ROASTERS

Will you kindly give us the address of a selling agency for peanut roasters.—Nelson Jobbers, Ltd., Nelson, B.C.

Answer.—Holcomb & Hake, Indianapolis, Ind., are manufacturers of peanut roasters.

MARKET FOR HOME-MADE MITTENS

Do you think there will be a continuance of the demand for home-made mittens or will it decline immediately?—Antoine Albert, Pelletier Mills, N.B.

Answer.—Toronto firms handling these goods are still in the market for them and show no indication of any intention of curtailing their purchases. We can see no reason why there should be a decline in the demand for these goods.

ESTIMATING IMPERIAL AND WINE MEASURE

Would you kindly advise us whether it is proper to deduct one-fifth or one-sixth, when buying American oil, to get same to the Imperial measure.—Leavitt & Chadsey, Ayer's Cliff, Que.

Answer.—To get Imperial measure from the American wine measure, add one-fifth. The rule is as follows: From Imperial measure deduct one-sixth to get wine measure; to wine measure add one-fifth to get Imperial measure.

EQUIPMENT FOR GASOLINE LAMPS

Where can I get the address of a firm supplying equipment for gasoline lamps?—Spadoni Bros., White River, Ont.

Answer.—Not knowing the make of lamp it is impossible to say definitely, but in all probability H. W. Knight & Bro., 86 Richmond St. E., Toronto, would be able to provide what you require.

A RECORD PACK OF CRANBERRIES

Production of cranberries, according to the preliminary estimate of the Department of Agriculture, will be 374,100 barrels, as compared to the final estimate last year of 255,000 barrels. The acreage was increased over 1917 by nearly 50 per cent.

SEEDLESS PRUNES A PROBABILITY

It is reported that the seedless prune is to soon become a reality. The great demand for prune seeds or pits to make charcoal for the gas masks of United States soldiers caused the fruit to be seeded in California and the pits sacked and shipped east.

Seedless prunes will be sold in packages like raisins in the future, so grocers say.

CANADIAN GROCER,

143-153 University Avenue,

Toronto.

For Subscribers

INFORMATION WANTED

Date.....191..

Please give me information on the following:Name

Address

.....

CURRENT NEWS OF THE WEEK

Canadian Grocer Will Appreciate Items of News from Readers for This Page

Maritime

McPherson Brothers, grocery, St. John, has been entered by burglars three times recently.

Hazen J. Burton, one of the leading merchants of St. Andrews, N.B., died this week as the result of an attack of pneumonia.

Armour & Company have opened a branch in St. John as the headquarters for their trade in meats and packing house products for the Maritime Provinces. E. E. King, formerly of St. John, is the manager.

The wholesale grocery premises of King & McDonald, St. John, were entered this week by burglars, who stole what cash there was in the register and also carried off a considerable quantity of stock.

Harry McBeath, retail grocer, St. John, lost a valuable horse recently through a peculiar accident; the horse was standing on a wharf attached to a delivery wagon when it was frightened by a steamboat whistle and backed over the wharf. The tide was out and injuries sustained in the fall proved fatal.

The Patriotic Club formed by members of the N. B. branch of the Maritime Commercial Travelers' Association will be continued for at least another year. The annual meeting was held this week and reports showed a substantial amount of money raised during the year through the efforts of the club, in addition to the assistance lent by the members to other organizations. Officers elected for the coming year were: W. A. Stewart, president; D. McKinney, vice-president, and G. B. Ellis, secretary.

The reconstruction conference attended by more than one hundred business men of the Maritime Provinces in Amherst a week ago has borne fruit in the decision on the part of the Maritime Province Cannery Association to form a research guild, under federal incorporation, for the purpose of carrying on research work to aid in perfecting the preparation and packing of their products. This is the first research guild for scientific and industrial research formed in Canada and will work in co-operation with the Dominion Research Council in Ottawa. Among the matters which will be investigated are the reasons for discoloration of products when canned, the bacteriology of spoiled products, etc.

The new Cuban consul at the Port of St. John, Adriano Rubio, expresses strong hopes of increasing the trade between his country and Canada, and especially the Eastern provinces. The sugar crop, in which Canada is especially interested, has been satisfactory this year, with a crop of 3,500,000 tons, and

this furnished a substantial basis for the trade. He also hopes to introduce Cuban fruits, jellies, coffee and tobacco in larger volume and sees in Canada many products, particularly in food lines, which he believes would find ready markets in Cuba.

Quebec

E. McEwan, grocer, Hull, is dead.

J. Leopold Roberge, general store, Black Lake, has sold his assets.

G. Dupont's general store, St. Simon Bagot, has been sold to Armand Peloquin.

The estate of Z. Chenier, Dalhousie Station, has sold the general store stock of the estate to Chenier & Frere.

J. B. Coffey has arrived in Montreal from B. C. to assume his new office as sales manager for Chase and Sanborn. Mr. Coffey represented this firm in that territory for several years.

C. H. Sirois, late with N. K. Fairbank Co., Ltd., is opening an office at 207 St. Nicholas Building, Montreal. It is the intention of Mr. Sirois to conduct a general business as grocery broker.

The N. K. Fairbank Co. held a sales convention this week in Montreal. The salesmen from the eastern district convened and discussed matters relative to the work in this territory and made plans for the coming season.

W. J. Sheely, Montreal, has been appointed the Quebec agent for the Canadian Feed Manufacturing Co., Ltd., Fort William. He also has accepted the selling agency for Montreal and district for Vol-Peek.

Jno. S. Gibb, manager of G. B. MacCallum and Co., Montreal, has succeeded G. B. MacCallum as manager of the Montreal office of Thos. J. Lipton, Mr. MacCallum having gone to the Toronto office.

Ontario

A. A. Eastman, Ottawa, is selling out. Albert T. Smith, Toronto, has sold out to C. O. Simpson.

Wm. Foster, general store, Fort William, has sold out.

J. M. McDonough has sold out to Wilson & Knapender.

G. P. Smith, grocer, St. Thomas, has sold to J. A. Durnan.

E. E. Hallett, grocer, Toronto, has sold out to Mrs. E. Levick.

Jas. H. Connor has opened a new general store at Glen Huron.

John Preter, general merchant, Zurich, has sold to Stadel & Weido.

Closson Haines, grocer, Hamilton, has sold out to English & Nicholson.

Neill Patterson, butcher, Acton, Ont., has sold out to McEnerv & Evans.

Fred Hoehn, late of H. A. Ross's grocery store, Oshawa, who was also five years with J. S. Kyle, has bought out W. E. Souch's grocery store in Albert St.

The large bakery-shop, confectionery store and stables of the William H. Snell Co., corner Gerrard and Main streets, East Toronto, were damaged by fire recently to the extent of more than \$30,000.

E. W. Jeffress, of E. W. Jeffress & Co., Walkerville, Ont., is in South America on a business trip. Mr. Jeffress will return about Jan. 10th.

C. H. Pugh, who has conducted the City Grocery at 145 Front Street, Sarnia, for the past four years, has disposed of the business to L. A. Martin, formerly of Chatham, and S. N. Grass, of the Imperial Oil Company of this city. The new management took possession on Dec. 19.

A new company has been incorporated under the Companies Act for the purpose of manufacturing, buying, selling or otherwise dealing in general merchandise of all kinds and descriptions, both wholesale and retail, by the name of The Manufacturers and Distributors, Limited, with a total capital stock of fifty thousand dollars.

A new company has been incorporated under the Ontario Companies Act to carry on the business of making, manufacturing, refining, trading in, importing and exporting salt and salt products and all like substances. The corporate name of the company will be Goderich Salt Company, Limited; the capital of the company to be one hundred thousand dollars. The head office of the company will be situated at the Town of Goderich.

An extremely sad death occurred recently in St. Catharines when William Henry Hartley, one of the well known and popular young business men of this city passed away at his home on Haynes Avenue after a brief illness from influenza. Deceased was born in Merriton thirty-two years ago. He was employed for many years in the grocery department of the American Bazaar and held that position until the business was given up when he entered the grocery business at the corner of St. Paul and Geneva Street, which he bought out and conducted in partnership with his brother-in-law, Gordon Cameron.

Western

W. B. Scanlon, St. James, Man., is discontinuing business.

C. P. Ballantine and J. E. Lindgren have joined the staff of Pioneer Coffee and Spice Mills, Ltd., Vancouver.

Caverley-Plumer Co., Lynn, Mass., makers of Circle R. compound of tartar, have appointed the Robt. Gillespie Co. their agents in British Columbia.

Geo. Easterbrook, who for 12 years past has resided at Eburne, B.C., where he managed a flour milling business, passed away after a long illness on Nov. 24. He had been associated with

the milling business ever since he came to this country from Devonshire, England, in 1846. He managed the Corby mills at Belleville and later operated mills of his own at Tweed. He was 77 years of age at the time of his death.

TWO STORES ROBBED

Arthur Smith's store at Wyecombe, Ont., was entered recently by forcing the door. The safe was blown open and contents rifled. The robbers, after securing their booty, escaped unnoticed. The robbers secured a considerable amount of money, cheques and \$7,100 in Victory bonds. Later the two robbers, both heavily armed, were located and arrested near Woodstock by Chief Moore and Constable Hill, of Woodstock.

On Dec. 19 two men entered the store of the Diadem Flour Co., Toronto, and claimed that they represented a firm of retailers, and wished to purchase 100 sacks of flour. When the cashier turned her back one of the men held her up at the point of the revolver, and the other went through the "till" and secured a large sum of money. Detectives were on the scene shortly after, but the men had managed to make their getaway.

TRAVELLERS MEET

Members of the Dominion Commercial Travellers' Association gathered at the Windsor Hotel, Montreal, for their annual meeting on Saturday night, Dec. 21, under the presidency of Romeo Brosseau. The reports submitted showed an increase in membership, the number at the end of the fiscal year being 8,536, the highest figure in the history of the organization. Against this, however, there was a record list of deaths, which was attributed to the recent epidemic of influenza. This had resulted in death claims amounting to \$96,575.

It was stated by the president in his address that 268 of their members had joined the colors, of whom thirty had been killed or died in action. A sum of \$3,000 was voted to cover the annual dues of all members who were serving with the forces.

HANDLE WESTERN ONTARIO BUSINESS FROM TORONTO

The Canada Starch Co., Ltd., 45 Front St. E., Toronto, announce that arrangements have been completed whereby the Western Ontario business formerly handled from Brantford will now be taken care of from the Toronto office. D. T. Williamson will be the local sales manager. Mr. Rowantree, who formerly handled the Toronto sales, has moved to Vancouver, B.C., where he will look after the interests of the company at that point.

TRAVELLERS ON HOLIDAYS

Beginning Monday of this week, December 22, and continuing until January 4, travellers have been withdrawn from the road. Business mailed, telephoned or telegraphed in, will, it is intimated, be taken care of by the wholesalers. Starting Monday, January 6, the travellers will resume their regular routes.

BRANTFORD CHAMBER OF COMMERCE

The Brantford, Ont., Board of Trade last night decided to have a general reorganization immediately after the close of the municipal elections. A request will be sent to the American civic bureau to send an organizer to help the work. The board will become a Chamber of Commerce.

SHELBURNE, ONT., HAS BOARD OF TRADE

At a recent meeting held in the Town Hall at Shelburne a Board of Trade was inaugurated and the following officers elected: President, W. C. MacKay; vice-president, R. M. Bower; secretary-treasurer, Garnet W. Hogg; Council, J. A. Weingart, J. E. Holden, R. A. Bruce, A. N. Swanburg, C. S. McGill, Dr. Fuller.

N. C. Ralston and W. H. Currie were appointed a committee to solicit new members.

SALESMEN MEET

Sales Staff of W. Clark, Limited in Convention at Montreal

During the past week the sales staff of W. Clark, Limited held their annual

convention at the Place Viger Hotel, at which matters were discussed relative to the advancement of the firm's interests. Each day a unique luncheon was served, the menu of which consisted of "Clark's" products, which were enjoyed by all present.

Those present at the conference and luncheons and the territory they represent are as follows: A. P. Rose, Ottawa; W. G. Burton, St. John, N. B.; A. J. Begin, Sherbrooke; S. F. Pearson, Toronto; C. P. Stark, Vancouver; A. S. Bisset, Quebec; W. G. McArthur, Kingston; S. Dear, London; J. Owen, Montreal; A. Marcotte, Montreal; J. Risdon, Montreal; J. E. Taylor, Montreal; T. B. Adams, Harrow, Ont.; H. Hurst, sales manager; Leonard J. Marcou, assistant sales manager.

SPICES FROM NETHERLANDS INDIA

During the first three months of 1918 Java and Madura exported to the United States 77 metric tons of cinnamon, 2,900 tons of mace, 22 tons of nutmegs, 532 tons of black and white pepper.

New Goods Department

R. L. Fowler & Co., Ltd., Calgary, Alta., have recently placed on the market a new line of peanut butter, which they are selling under the name of "Wantmore." It is being put up in 1 lb. tins, 5 lb. tins, 50 lb. tubs and 300 lb. barrels. The color of the tins, viz., red on a yellow ground, is a standard one, being used by the firm for other lines manufactured by them. The manufac-

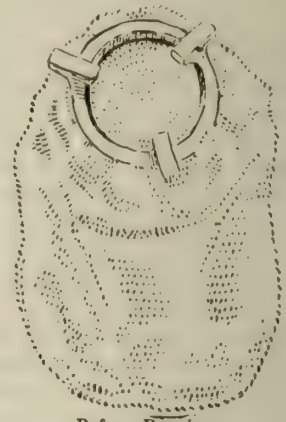


ture of peanut butter is a new departure for this firm, but follows naturally on their extensive peanut business. Besides Calgary this line will be handled at Saskatoon and Regina, where the firm have distributing warehouses. It is also being sold through the jobbers.

R. M. FLEXIBLE MANTLES

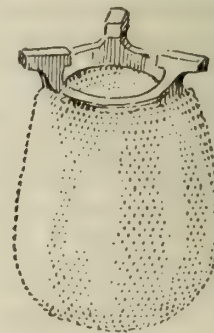
R. M. Moore Co., Ltd., Vancouver, have come on the market with the R. M. Flexible Gas Mantle, for which they make the following claims: Greater

candle power and longer life, and cannot be damaged in shipment. As the name implies, it is flexible and can be tied in



Before Burning.

a knot without being damaged. This allows it to be shipped easily. When put on a burner it shapes itself to suit the amount of gas supplied, thus it is



After Shaping on Burner.

pointed out, it is not necessary to regulate the gas to suit the mantle. This gas mantle has already been used by some cities illuminated with natural gas, and is being adopted by a number of city gas companies.

WEEKLY GROCERY MARKET REPORTS

Statements From Buying Centres

THE MARKETS AT A GLANCE

NEW hope has been given the trade in regard to securing prunes and peaches. A rather indefinite announcement has reached this market that a marked relaxation of restrictions on the exports of foodstuffs has been effected in the United States. The list of exceptions does not include any items of dried fruits, so it may be possible that some supplies will reach the trade in Canada. Some packers have been cancelling Canadian orders, and it would appear that new licenses to import will have to be secured.

There is no opportunity of a heavy allotment to Canada, however. Domestic needs are great and the amount released by the Government is so small that there is no probability of enough peaches and prunes reaching the Canadian trade. Even some, however, will be welcome.

MONTREAL—A limited number of price changes have been made this week. Advances are announced for camphor and mineral water, and a line of package goods is reported firmer. A firm market also obtains for imported nuts, supplies being pretty well cleaned up. Coffee and cocoa are steadily firm, and the tendencies point to an advance being made soon. Maple sugar and syrup are likewise high, and cranberries are up. Apples by the barrel scored a fifty cent advance, while holly and evergreen went much higher over the week-end.

Peanuts are still ruling easy and cornmeal and rolled oats also are easier, with an actual reduction in the price of cornmeal, but none for oatmeals or rolled oats. Feeds are easier, and the flour situation is somewhat easy, without quotable change. The conditions are on the quiet side.

As is always to be expected at this season grocery markets are quiet in staple lines. There

has been an excellent demand for the strictly holiday specials that are available, and many report being sold up on these lines. Price changes are limited.

TORONTO—New prices have been named by some manufacturers of grape juice which provide for an advance over former quotations.

A reduction in the price of rolled oats has been made, 90-lb. bags coming down from 35c to 45c. The weaker feeling in the grain has been the main factor contributing to this lower price. Pot barley and pearl barley are also somewhat easier, a decline of 25c per 98-lb. bag being recorded in some quarters. Cooker package peas are 5c per dozen lower.

It now seems probable that threatened curtailment of cocoa will not be effected and the market has steadied down somewhat in view of probable arrival of normal supplies. Coffee remains very firm at primary points, cost to import to-day being above local selling prices.

Fresh fruits have enjoyed a very good movement the past few days. California navel oranges are slightly easier at primary points, but light supply locally has curtailed downward movement here. Grape fruit have firmed up slightly.

Lard has declined from $\frac{1}{2}$ c to 1c per pound this week. Live hogs rule at unchanged levels, with light run reported. Butter, eggs and cheese are firm and unchanged.

Wholesalers report that never in their history has such a satisfactory clean-up of Christmas goods been made. It is true stocks were lighter than usual, but urgent demands for table raisins, brown sugar and nuts have in many cases had to be cancelled owing to lack of supplies.

QUEBEC MARKETS

Rope Quoted Lower;

Decline of $3\frac{1}{2}$ c

Montreal.

ROPE.—Lower prices on rope have been named and the jobbing trade are selling these as much as $3\frac{1}{2}$ c per pound lower. On sisal grade one large jobber's prices are as follows: 3-16 in., $28\frac{1}{2}$ c;

$\frac{1}{4}$ in., 28c; 5-16 in., 28c; $\frac{3}{8}$ in., 31c; $\frac{7}{8}$ in. and larger, 27c per pound. In a general way the decline from former prices set by the makers is 2c, but additions are made by the jobbers in some cases owing to the small quantities ordered by the trade. The base price on pure manila is now 37c; on sisal $25\frac{1}{2}$ c and on British manila 31c.

*Mineral Water Up;
Camphor is, Too*

Montreal.

MINERAL WATER, CAMPHOR.—A considerable advance has been made in the price of Radnor mineral water, a local product. This, in cases of 100 "splits" has advanced from \$7.75 per case to \$9.50; 100 pints per case from \$8.75 to \$11, and cases of 50 quarts from \$6.75 to \$10 per case. Camphor is again

available after considerable shortage, and the price is higher, \$3.60 per pound being quoted. Formerly it sold at about \$2 per pound.

Sugar Supplies Improve; Quotations Unchanged

Montreal.

SUGAR.—Refined sugar has held this week on a steady and unchanged basis. That supplies will soon improve is the confident expectation of the refiners, although they point out that some of the reports are a bit too optimistic. A large jobber stated to CANADIAN GROCER that a noticeable improvement in the matter of delivery was now manifest.

Atlantic Sugar Company, extra granulated sugars, 100 lbs.	10 05
Acadia Sugar Refinery, extra granulated	10 05
St. Lawrence Sugar Refinery	10 00
Canada Sugar Refinery	9 95
Dominion Sugar Co., Ltd., crystal granulated	10 05
Icing, barrels	10 15-10 30
Icing (25-lb. boxes)	10 55-10 70
Icing (50-lb. boxes)	10 35-10 50
Do., 1-lb.	11 05
Yellow, No. 1	9 70-9 75
Yellow, No. 2 (Golden)	9 55-9 60
Yellow, No. 3	9 45-9 50
Powdered, barrels	10 05-10 20
Powdered, 50s	10 15-10 50
Powdered, 25s	10 35-10 60
Cubes (assorted tea), 100-lb. boxes	10 55
Do., 50-lb. boxes	10 65
Do., 25-lb. boxes	10 85
Do., 2-lb. pack	11 95
Paris lumps, barrels	10 55
Paris lumps (100 lbs.)	10 65
Paris lumps (50-lb. boxes)	10 75
Paris lumps (25-lb. boxes)	10 95
Paris lumps (cartons, 5-lb.)	11 70
Do., (cartons, 2-lb.)	12 45
Crystal diamonds, barrels	10 75
Crystal diamonds (boxes 100 lbs.)	11 00
Crystal diamonds (50-lb. boxes)	11 10
Crystal diamonds (25-lb. boxes)	11 30

Export Demand Still For Canned Goods

Montreal.

CANNED GOODS.—Local demand for canned goods is light and a quiet condition prevails. Prices are steady and quite firm on canned fruit but the vegetable list, aside from canned corn, is on an easy basis. Export enquiries are still being made for quantities. The only difficulty reported is that of securing shipping space, this being scarce thus far.

Clams, No. 1	2 25
Clam Chowder (1 lb.), doz.	3 00

"Clover Leaf," 1/2-lb. flats	2 45	Potatoes, Can. Sweet, 2 1/2-lb. tins	2 10
Sovereign, 1-lb. flats	4 62 1/2	Potatoes, Cal. Sweet, 2-lb. tins	2 75
Do., 1/2-lb. flats	2 30	Apricots (Cal.), 2 1/2's	4 40
1 lb. talls, cases 4 doz., per doz.	4 50	Carrots, sliced, 2s	1 45
1/2 lb. flats, cases 8 doz., per doz.	1 50	Apples (gallons)	4 00
Chums, 1-lb. talls	2 05	Peaches, 2s (heavy syrup)	2 55
Do., 1/2s, flat	1 20	Peaches, stand. grade, 2 1/2 lb.	3 25-3 30-3 75
Pinks, 1-lb. flat	2 25	Peaches (gallon peeled)	5 25
Pinks, 1-lb. talls	2 65	Pears, No. 2	2 75
Pale, 1/2-lb., doz.	1 37 1/2	Pears (Bartlett), 2 1/2s	3 35
Pinks, 1/2-lb., doz.	1 62 1/2	Pears, 2s (in light syrup)	1 85
Cohoes, 1-lb. talls	4 35	Pears, No. 2 (heavy syrup)	2 50
Cohoes, 1-lb. flats	2 25	Pears, No. 2 (heavy syrup)	2 50-2 70-2 75
Herrings (tomato sauce), doz.	2 25	Pears, 2 1/2s (heavy syrup)	3 40
Haddies (lunch) (1/2-lb.)	1 00	Pears, extra stand., 2 1/2s	4 50
Red Springs, 1-lb. talls	4 00	Pears, gallon (pie peeled)	7 00
Red Springs, 1/2 lb.	2 45	Pineapples, 1 1/2s	2 25
White Springs (1s)	2 30	Pineapples, 2s	3 10-3 40-3 50
Salmon, Gaspe, Niobe Brand (case of 4 doz.), per doz.	2 25	Do., sliced, 2 1/2-lb. talls, doz.	4 20-4 40-4 50
Pilchards, 1-lb. talls	1 90	Do., 1-lb. flats	1 90
Whale Steak, 1-lb. flat	1 90	Do., 2-lb. flats	3 25
Canadian sardines (case)	6 75	Do., grated, 1s	1 90
Norwegian sardines, per case of 100 (1/4s)	22 00	Do., grated, 2s	2 90
Lobsters, 1/4-lb., doz.	2 25	Do., grated, 2 1/2s	4 20
Do., 1/2-lb. tins, doz.	3 60	Greengage plums (light syrup), No. 2	2 25
Do., 1-lb. talls	6 90	Lombard plums (heavy syrup), 2s	1 70
Do., 3/4-lb., doz.	6 00		
Do., 1-lb. flats	7 00		
Sardines (Amer. Norweg'n style)	14 50		
Sardines—Canadian brands (as to quality), case	9 50		
Sardines, French	32 00		
Scallops, 1-lb., doz.	3 25		
Scotch Snack, No. 1, doz.	2 50		
Scotch Snack, No. 2, doz.	4 50		
Shrimps, No. 1	2 25		
Crab meat (Jap.), 1/2's (cs 4 doz.)	6 00		
Crabs, No. 1 (cs 4 doz.)	6 75		
Canned Vegetables and Fruits—			
Asparagus (Amer.) mammoth green, doz.	4 90		
Tomatoes, 1s	0 95		
Tomatoes, 3s	1 85		
Tomatoes, U.S. pack, 2s	1 40		
Tomatoes, 2 1/2s	1 90		
Tomatoes, gallons	6 00		
Peas, standards	1 45		
Peas, early June	1 57 1/2		
Peas, extra fine, 2s	2 35		
Do., fancy, 20 oz.	1 57 1/2		
Peas, Moigean, extra fine	2 20		
Beans, golden wax	1 95		
Beans, Refugee	1 95		
Do., old pack	1 80		
Do., new pack	2 00		
Beets (new sliced), 2-lb.	1 40		
Do., (old sliced), 2-lb.	1 60		
Corn, 2s, doz.	2 20		
Spinach (U.S.), 3s	3 00		
Do., (U.S.), gallons	10 00		
Corn (on cob, gal. cans), doz.	7 80		
Red raspberries, 2s	4 00		
Simcoes	2 75		
Red cherries, 2s	2 60		
Strawberries, 1918 pack (2s)	4 00		
Rhubarb, 2 1/2s	2 60		
Blueberries, 2s, doz.	1 85		
Blueberries, gallons	7 00		
Pumpkins, 2s	0 85		
Pumpkins, 2 1/2s	1 00		
Pumpkins, 3s	1 75		
Pumpkins (gallon), doz.	3 75		

Molasses to be High; Syrups Now Quiet

Montreal.

MOLASSES. SYRUPS.—That molasses will be high for the next crop is the feeling of some large handlers here. Importers state that tendencies on new crop are now high but that there is little or no business being placed. The market holds firm and steady for the present. Corn and cane syrups are steady and without change, demand being light.

Corn Syrup—	
Barrels about 700 lbs.	0 07 1/2
Half bbls.	0 07 1/2
Kegs	0 07 1/2
2-lb. tins, 2 doz. in case, case	4 80
5-lb. tins, 1 doz. in case, case	5 40
10-lb. tins, 1/2 doz. in case, case	5 10
20-lb. tins, 1/4 doz. in case, case	5 05
2-gal. 25-lb. pails, each	2 25
3-gal. 33 1/2-lb. pails, each	3 40
5-gal. 65-lb. pails, each	5 50
White Corn Syrup—	
2-lb. tins, 2 doz. in case, case	5 30
5-lb. tins, 1 doz. in case, case	5 90
10-lb. tins, 1/2 doz. in case, case	5 60
20-lb. tins, 1/4 doz. in case, case	5 55
Cane Syrup (Crystal) Diamond—	
2-lb. tins, 2 doz. in case, per case	7 50
Barrels, per 100 lbs.	10 25
Half barrels, per 100 lbs.	10 50
Glucose, 5-lb. cans (case)	4 80

Prices for Island of Montreal	
Barbadoes Molasses—	
Puncheons	1 13
Barreles	1 16
Half barrels	1 18
For outside territories prices range about 3c lower.	

FLASHES FROM THE WEEK'S MARKETS

Lard declined from 1/2c to 1c per pound on the Toronto market this week.

Welch's grape juice and grape-lade show an advance in price in new quotations just issued.

Cleanall Nowater Soap has gone to higher levels.

Late advices indicate that there may be some new crop prunes and peaches released for export to Canada.

Wholesalers report the best clean-up of holiday stocks ever made this Christmas.

Rolled oats declined from 35c to 45c per 90-lb. bag on the Toronto market this week.

Pearl and pot barley has suffered a decline of 25c per 98-lb. bag in some quarters.

Rope shows a declining tendency; prices are off 3 1/2 cents a pound.

Sugar supplies are rapidly improving; deliveries generally are better.

Molasses will probably remain high until the next crop.

Peanuts will be a heavy crop and will probably be considerably lower.

There is every expectation of a heavy export demand for dried apples, only awaiting available shipping space.

Demand for beans is limited. It will be some time before any improvement is noticed.

Indications tend to forecast an increase in cocoa.

Honey is in good demand, and shows no sign of easier price.

Quiet Prevails in Rice Market

Montreal.

RICE, TAPIOCA.—That there will be a continued quiet spell on rice until after the turn of the year seems probable now. Few sales are made excepting those of a small nature to keep stock in shape. Tapioca, too, is on a rather quiet basis and both commodities are unchanged.

Ice Drips—Japan	11 25	
Carolina	12 50	15 00
Siam, No. 2	9 00	9 75
Siam (fancy)	10 50	11 00
Rangoon "B"	8 75	9 25
Rangoon CC	8 75	8 85
Mandarin	10 00	
Peking	9 10	
Tapioca, per lb. (seed)	0 14½	0 18
Tapioca (Pearl)	0 14	0 18

Low Peanuts Sure; Imported Lines Scarce

Montreal.

NUTS.—That peanuts will be reasonable in price and plentiful is apparently an assured fact. With a new crop of large proportions in prospect and fairly large supplies held in various points, it is expected that there will be lower prices still, but no declines are made during the week. Almonds, Brazil nuts, pecans and filberts are all firm and high, and stocks have been greatly decreased by the holiday demand. An advance aggregating 25 per cent. is reported in primary markets on shelled almonds.

Almonds (Tara), per lb.	0 25	0 32
Almonds (shelled)	0 50	0 55
Almonds (Jordan)	0 70	
Brazil nuts (new)	0 25	0 30
Brazil nuts (med.)	0 15	0 17
Filberts (Sicily), per lb.	0 20	0 25
Filberts, Barcelona	0 24	0 25
Hickory nuts (large and small), lb.	0 10	0 15

Peanuts (roasted)—		
Extra large	0 24	0 25
Large	0 23	0 24
Medium	0 16	0 17
Shelled, No. 1 Spanish	0 17½	0 18
Salted Spanish, per lb.	0 24	0 25
Shelled, No. 1 Virginia	0 19½	0 20½
Do., No. 2	0 14	

Peanuts (salted)—		
Fancy wholes, per lb.	0 40	
Fancy splits, per lb.	0 35	
Salted Spanish, per lb.	0 25	0 27
Pecans (new Jumbo), per lb.	0 28	0 32
Pecans, large, No. 2, polished	0 28	0 32
Pecans, New Orleans, No. 2	0 21	0 24
Pecans "paper shell," extra large		
Jumbo	0 60	
Walnuts (Grenoble)	0 29	0 35
Walnuts (new Naples)	0 16	0 18
Walnuts (shelled)	0 80-0 85	0 95
Walnuts (Spanish)	0 30	0 33

Note—Jobbers sometimes make an added charge to above prices for broken lots.

Dried Apples For Export; Prunes Unchanged

Montreal.

DRIED FRUITS.—So soon as space is available it is expected that there will be considerable export of dried and evaporated apples, for, while there has been an embargo against the exportation of these, it is expected that it may soon be lifted. Raisins and fancy dried fruits have moved freely, as have also peels. The market is unchanged.

Apples—		
Choice	0 26	0 28
Slabs	0 24½	0 25
Fancy	0 30	
Apples (evaporated)	0 16	0 17½
Do., fancy	0 20	
Peaches (fancy)	0 21	0 23
Faced	0 10	
Choice	0 20	0 24
Extra choice	0 21	0 24
12 oz., per pkge.	0 16	0 18

Pears	0 24	0 25
Drained Peels (old)—		
Citron	0 46	
Lemon	0 40	
Orange	0 41	0 43
Drained Peels (new)—		
Lemon	0 40	0 41
Orange	0 42	0 43
Citron	0 47	0 48
Cut mixed (1-lb. cartons), doz.	4 10	4 80
In 36 lb. case	12 75	
Cut, 10-lb. boxes (lb.)	0 48	

Raisins—		
Malaga, table box of 22 lbs., 3-crown cluster, \$5.50; 4-crown cluster, \$6.50-\$6.75; 5 crown, \$7.50; 6 crown cluster, \$7.00-\$8.75.		
Muscatsels, loose, 2-crown	0 14	
Muscatsels, loose, 3-crown, lb.	0 15	
Malaga Raisins (5½-lb. bxs), 3 cr.	1 75	
Do., 4 cr.	2 00	
Do., 5 cr.	2 25	
Do., 6 cr.	2 75	
Cal. seedless, loose	0 14½	0 17½
Fancy seeded, 16 oz. pkgs.	0 16	0 20
Choice seeded, 16 oz. pkgs.	0 17	0 19
Valencias, selected	0 11½	
Valencias, 4-crown layers	0 11½	
Sultanas (bleached) 50-lb. boxes	0 16½	0 20
Currents, old pack., 15 oz.	0 29	0 31
12 oz.	0 23	0 24
50-lb. boxes, loose	0 28	
Cartons	0 32	
15 oz. pkgs.	0 23	0 24
80 lb. Ainslie	0 28	
12 oz.	0 26	
Do., new	0 32	
Cal. currents (loose)	0 18	
Cal. "Kurrants," 15 oz. pkge	0 20	0 22
Dates, Excelsior, per case (36-10s)	7 50	7 92
Do., Dromedary (36-10 oz.)	8 00-8 50	8 64
Packages only, Excelsior	0 20	
Packages only	0 19	0 20
Do., Dromedary	0 22	
Figs (new), 100 to case	11 00	
Figs (layer), 10-lb. boxes	1 90	2 75
Figs (mats)	0 16	0 18
Figs, Fancy Cal. White (Choice)—		
Pkgs. 16 oz. (10 pkgs.)	1 75	
Pkgs. 10 oz. (12 pkgs.)	1 45	
Pkgs. 8 oz. (20 pkgs.)	2 00	2 60
Pkgs. 6 oz. (50 pkgs.)	3 60	4 75
Pkgs. 4 oz. (70 pkgs.)	3 70	5 00
Muscatsels, 4-crown, lb.	0 13	

Prunes—		
Santa Clara	0 80-0 90	0 15
California, 40-50s	0 19	0 25
50-lb. boxes, 80-90s	0 14½	
90-100s	0 13	0 14
20-30s	0 25	
30-40s	0 20	
25-lb. cases, 50-60s	0 18	0 20
60-70s	0 17	0 18
70-80s	0 15	0 16
80-90s	0 14	0 15½
90-100s	0 13	0 14
Oregon, 30-40s	0 16½	
50-60s	0 18½	
60-70s	0 17½	
70-80s	0 16½	

Bean Sales Lacking Even on Low Basis

Montreal.

BEANS.—Little business is forthcoming from the trade for beans or peas. The impression obtains that the retail trade is not buying heavily and that it will be January before any change manifests itself. A surplus is reported here of various grades.

Beans—		
Canadian, hand-picked, bush...	6 30	7 00
British Columbia	6 60	7 00
Brown Beans	7 00	
Japanese	8 00	8 40
Yellow Eyes	7 50	7 70
Rangoon beans, per bushel	7 00	7 50
Lima, per lb.	0 19	0 20
Kidney beans	8 00	8 50
Peas, white soup, per bushel	4 25	4 50
Peas, split, new crop, bag 98 lbs.	7 00	8 00
Peas (green)	0 10	
Peas (not) per bag 98 lbs.	6 50	
Barley pearl, per bag 98 lbs.	7 50	8 25

Coffee Very Firm; Cocoa May Go Up

Montreal.

COFFEE, COCOA.—That there will be a firm market for all coffees, with the probability of an immediate advance being made is the situation here this

week. Prices are without quotable change but the importer's costs are such that the outside range of the spread on quotations as furnished below is that obtaining with some on present orders. Cocoa is very firm here and may advance. Prices are unchanged for the week.

Coffee, Roasted—

Bogotas, lb.	0 35	0 38
Jamaica, lb.	0 29	0 33
Java, lb.	0 42	0 45
Maracaibo, lb.	0 31½	0 33
Mocha, grades	0 37	0 41
Mexican, lb.	0 30	0 33
Rio, lb.	0 29	0 31
Santos, Bourbon, lb.	0 32	0 35
Santos, lb.	0 32	0 35

Cocoa—

Bulk cocoa (sweet)	0 27	0 32
--------------------	------	------

Light Tea Sales; Prices Are Held

Montreal.

TEA.—Markets are quiet. The movement to consuming channels is expected to be better after stock-taking. In the meantime a quiet condition obtains in jobbing circles and stocks are ample. The price basis is very steady.

Ceylon and Indias—

Pekoe, Souchongs, per lb.	0 47	0 49
Pekoes, per lb.	0 51	0 54
Orange Pekoes	0 55	0 57

Japan Teas—

Choice	0 65	0 70
Early Picking	0 53	0 58

Javas—

Pekoes	0 41	0 43
Broken Orange Pekoes	0 43	0 45
Inferior grades of broken teas may be had from jobbers on request at favorable prices.		
Orange Pekoes	0 46	0 49

Spices Ruling on Steadied Basis

Montreal.

SPICES.—The market is steady and without feature this week, a fair amount of business sifting in from the outside all the while. Cassias and white pepper are particularly firm.

	5 and 10-lb. boxes
Allspice	0 20 0 22
Cassia (pure)	0 35 0 37
Cloves	0 75 0 77
Cream of tartar	0 95 1 00
Ginger	0 30 0 40
Ginger (Cochin or Jamaica)	0 30
Mace	0 80 1 00
Mixed spice	0 30 0 32
Nutmegs	0 45 0 50
Pepper, black	0 42 0 45
Pepper, white	0 48 0 50
Pepper (Cayenne)	0 35 0 37
Pickling spice	0 25 0 27
Paprika	0 65 0 70
Turmeric	0 28 0 30
Tartaric acid, per lb. (crystals or powdered)	1 30
Cardamom seed, per lb., bulk	2 00
Carraway, Dutch, nominal	0 80 0 90
Cinnamon, China, lb.	0 30
Cinnamon, per lb.	0 35
Mustard seed, bulk	0 35 0 40
Celery seed, bulk (nominal)	0 85 0 90
Shredded cocoanut, in pails	0 21 0 25
Pimento, whole	0 20 0 22

For spices packed in cartons add 3½ cents a lb. and for spices packed in tin containers add 10 cents per lb.

Maple Products Hold; Honey Still Firm

Montreal.

HONEY, MAPLE PRODUCTS.—The undertone is decidedly firm for maple sugar and syrup. On sugar, a nominal basis is ruling here and supplies are quite small. Honey movement has continued steady, with a firm undertone for

the various grades, and especially for the best qualities.

Maple Syrup—	
10-lb. cans, 6 in case, per case.....	\$15 10
5-lb. cans, 12 in case, per case.....	17 10
2½-lb. cans, 24 in case, per case.....	18 60
Maple Sugar (nominal)	0 33
Honey, Clover—	
Comb (fancy)	0 30
Comb (No. 1)	0 28
In tins, 60 lbs.	0 26
30-lb pails	0 27
10-lb. pails	0 28
5-lb. pails	0 28
Honey—Buckwheat, tins or bbls.	0 23

Cornmeal Quoted \$5.40; Rolled Oats Easy

Montreal.

CEREALS.—The easing tendencies of the week have brought definite price changes for cornmeal and rolled oats. Cornmeal of the Gold Dust variety is quoted at \$5.40 in one quarter and the tendency is to an easier basis by other jobbers. Rolled oats are on a very unsettled basis, some offering at favorable prices but the market ruling without quotable change here. In a general way the situation is very quiet.

Self-raising flour	2 90
8-lb. pkgs., doz.	5 70
6-lb. pkgs., doz.	6 00
Cornmeal, Gold Dust	5 40
Cornmeal	4 70
Barley, pearl	6 25
Barley, pot, 98 lbs.	4 60
Barley (roasted)	7 50
Buckwheat flour, 98 lbs.	7 25
(As to grade)	
Cornflour, white (2 bags)	10 00
Rice flour	8 75
Hominy grits, 98 lbs.	6 75
Hominy, pearl, 98 lbs.	6 75
Graham flour	5 70
Oatmeal (standard-granulated and fine)	5 30
Oatmeal (packages) fine cut	5 70
Peas, Canadian, boiling, bush.	4 00
Split peas	8 00
Rolled oats, 90-lb. bags	4 85
Rolled oats (family pack.), case	5 50
Rolled oats (small size), case	1 95
Rolled wheat (100-lb. bbls.)	7 10
Rye flour (Can.), 98 lbs.	5 85
Do. (American), 98 lbs.	6 85
Tapioca flour, lb.	0 15

Feeds Still Lower; Flour Rules Easy

Montreal.

FLOUR AND FEEDS.—Various feeds are lower and the condition thus obtaining is a direct result of lighter demand. The weather conditions have permitted stockmen to let their herds take to the range and this has decreased the demand for feed materially. As a consequence there is little demand and stocks have accumulated. Barley feeds are selling down to \$52 per ton, and while oat feed is not quoted lower there is an easier feeling, even though feed oats are holding. The flour demand is light and the feeling somewhat unsettled. Any further lifting of present restrictions in the way of permitting unrestricted milling would tend to result in a more marked competitive interest for the business obtainable and therefore probable changes in price.

War Standard, Graham and Whole Wheat Flours—	
Mixed car lots on track	11 25
Straight car lots on track minimum 50,000 lbs., (to bakers)	11 25
Add 20c for delivery for small lots.	
Shorts, car lots on track	42 25
Bran, per ton, car lots on track	37 25
Crushed oats	57 00
Barley meal	52 00

Barley chop	52 00	58 00
Gluten feed (23% protein)—		
F.O.B. Cardinal	62 00	
F.O.B. Ft. William	60 00	
Feed oats, per bushel (as to grade)	0 95	1 05
Shorts and bran delivered in Montreal	\$1.00	per ton extra.

Crate Tomatoes \$8.00; Mushrooms, Celery Up

Montreal.

VEGETABLES.—Higher prices for celery have been effected here and California in crates is based at \$11 to \$13 per 6-7 doz. crate. A firmer tendency has also developed for cucumbers and these are quoted up to \$4.50 per dozen. Tomatoes are firm, too, although there is no advance made. The arrival of these in crates is announced and the same are selling at \$8.

Artichokes (bag)	1 75
Beans, new string (American) basket	3 00
Beets, bag	0 75
Brussels Sprouts, quarts	0 15
Brussels Sprouts (doz.)	1 00
Cucumbers, Boston (doz.)	4 00
Cauliflower (Montreal), doz.	2 00
Cauliflower (imported), bbl., 2½ to 3 doz.	8 00
Cabbage (Montreal), doz.	0 50
Cabbage, bbl.	1 50
Carrots, bag	0 75
Celery (Montreal), doz.	1 00
Do., crates (6-7 doz.)	7 00
Celery, California	11 00
Horseradish, lb.	0 20
Lettuce, curly (doz.)	0 50
Lettuce, Boston, box	2 50
Leeks	3 00
Mint	0 60
Mushrooms, lb.	1 00
Basket (about 3½ lbs.)	3 00
Onions, Can., bag (75 lbs.)	1 50
No. 1 Yellow (75 lbs.)	1 50
No. 1 Red (75 lbs.), crate	1 50
Onions, Spring (Imported), doz.	0 40
Oyster Plant	0 50
Parsnips, bag	1 25
Parsley (Canadian)	0 50
Potatoes, Montreal new (90-lb. bag)	1 60
Potatoes (New Brunswick), bag.	1 90
Potatoes (sweet), hamper	3 25
Romane	0 50
Spinach, box	1 00
Squash (Huber), doz.	3 00
Turnips, per bag	1 00

Tomatoes (hothouse), lb.	0 40
Tomatoes, crates	8 00
Watercress (Can.)	0 50

Cranberries, Apples, Holly, Evergreen Up

Montreal.

FRUITS.—Fifty cents a barrel has been added to the price of apples of all grades. This is an immediate reflection of the steady shipment of Nova Scotia apples to England, and the local and Ontario varieties are here largely taking care of demand, which is fairly active. Box apples are firmer, too, some selling at \$3.75.

Evergreen and holly are much higher, the latter selling at \$3 per dozen wreaths. Oranges have arrived in large supply and they are moving well now. Cranberries are higher again at \$17-\$18 per barrel.

Apples—

Baldwins, No. 1	6 00
Blenheims	5 00
Wealthy (in bbls.), No. 1	7 50
Do., No. 2	6 00
Greenings, No. 1	6 00
McIntosh Reds (best)	8 50
Gravensteins, No. 1	4 50
Fameuse, No. 1	8 00
Spys	7 50
Russets	6 50
Kings, No. 1	6 50
Do., No. 2	6 00
Wagners	5 75
Apples (in boxes)	3 50
Bananas (fancy large), bunch	4 50
Cranberries, bbl.	17 00
Do., gal.	0 75

Grapes—

Spanish Almeria, keg (heavy)	11 00
Do., (med.)	10 00
Tokays	3 00
Malagas	2 50
Emperor, keg	5 50
Grapefruit (fancy Porto Rico)	4 50
80, 96, 112	4 50
Lemons (fancy new Malagas)	6 00
Lemons (California)	6 00
Pears, Cal., eating, small box	4 00
Pears, California (110 size)	5 50
Oranges, Porto Rico	5 00
Oranges, Florida	5 50
Oranges (California)	8 00
Oranges (Mexican)	6 00
Oranges bunch	2 50
Holly (crowns), doz.	3 00

ONTARIO MARKETS

TORONTO, Dec. 24.—Higher prices have been named on some lines of grape juice during the week. The coffee market continues to rule with a very firm undertone and cost to import to-day on the cheaper grades is greater than local selling price. Fresh fruit is moving very freely and wholesalers report that they have made the best clean-up ever on Christmas goods, table raisins, nuts and kindred lines being pretty well sold out.

Little Moving in Sugar; Outlook Fair

Toronto.

SUGAR.—There is comparatively little moving this week, although the demand for brown sugar has been quite active and some wholesalers report stocks exhausted. Stocks generally are being kept down to a minimum until after stock taking has been completed, so comparatively little activity is looked for prior to the middle of January. Prices have held steady and unchanged.

Atlantic, extra granulated	\$10 37
St. Lawrence, extra granulated	10 32
Acadia Sugar Refinery, extra granulated.	10 37

Can. Sugar Refinery, extra granulated.	10 27
Dom. Sugar Refinery, extra granulated.	10 32

Canada Sugar differentials: 50-lb. sacks, 10c over 100-lb. 20-lb. gunnies, 25c advance; 10-lb. gunnies, 40c advance; 5-lb. cartons, 50c advance; 2-lb. cartons, 60c advance. St. Lawrence differentials: In 25-lb. gunnies, 25c over 100 lb.; 20-lb. gunnies, 40c advance; 10-lb. gunnies, 50c advance; 5-lb. cartons, 60c advance; 2-lb. cartons, 70c advance. Atlantic differentials: 20-lb. bags, 40c advance over 100 lb.; 10-lb. gunnies, 50c advance; 5-lb. cartons, 50c advance; 2-lb. cartons, 70c advance. Acadia 100 lbs.; 10-lb. gunnies, 45c advance; 5-lb. cartons, 45c advance; 2-lb. cartons, 50c advance. Barrels of granulated and yellow may be had at 5c over above prices, which are for bags. Fancy sugars make a corresponding increase when put up in small packages. No. 1 yellow is 30 to 40c per 100 lbs. under granulated. No. 2 yellow is 10 to 20c per 100 lbs. under No. 1 yellow, and No. 3 yellow 20c to 30c less than No. 1.

Grape Juice Higher; Pancake Flour Revised

Toronto.

GRAPE JUICE, PANCAKE FLOUR.
—Higher prices are in effect this week on Welch's grape juice, new quotations being named to the trade being as follows: Large 65c size, 1 dozen in case, \$5.75 per case; medium 35c size, 2 dozen in case, \$6.25 per case; junior 12c size, 6 dozen in case, \$6.50 per case; fountain, 8 bottles in case, \$6.25 per case. Welch's grapelade has also gone to higher levels, No. 1 size, 36 13 oz. tins being quoted at \$6.75 per case; No. 2 size, 24 25 oz. tins, at \$8.75 per case; No. 2½ size, 12 37 oz. tins, at \$6.25 per case.

Revised prices named on White Swan pancake flour, buckwheat flour and wheat flakes, mention of which was made in last week's issue, is really not an advance, as on the present selling basis this is a delivered price, whereas former quotations were on an f.o.b. basis. New quotations respectively are: \$3.30 per case 2 dozen; \$3.90 per case, 2 dozen; \$5.20 per case, 2 dozen.

New Life Cleanser has advanced to \$2.85 and Cleanall No Water Soap, per case of 36 tins, is up to \$4 per case.

Molasses Unchanged; Syrups Steady

Toronto.

MOLASSES, SYRUPS.—The market on molasses is unchanged. Supplies are adequate for requirements of trade and prices have held steadily.

Syrups are seasonably quiet and little movement is expected prior to the new year. Quotations follow:

Corn Syrups—		
Barrels, per lb.	0 07½	
Cases, 2-lb. tins, yellow, 2 doz. in case	4 80	
Cases, 5-lb. tins, yellow, 1 doz. in case	5 40	
Cases, 10-lb. tins, yellow, ½ doz. in case	5 10	
Cases, 2-lb. tins, white, 2 doz. in case	5 30	
Cases, 5-lb. tins, white, 1 doz. in case	5 90	
Cases, 10-lb. tins, white, ½ doz. in case	5 60	
Half barrels, ¼c over bbls.; ¼ bbls., ½c over bbls.		

Cane Syrups—		
Barrels and half barrels, lb.	0 08	0 08½
Cases, 2-lb. tins, 2 doz. in case	7 00	

Molasses—		
Fancy, Barbadoes, barrels	1 05	1 10
Choice Barbadoes, barrels	0 95	1 00
West India, ½ bbls., gal.	0 56	
West India, No. 10, kegs	6 60	
West India, No. 5, kegs	3 25	
Tins, 2-lb., table grade, case 2 doz., Barbadoes	4 90	
Tins, 3-lb. table grade, case 2 doz., Barbadoes	6 75	
Tins, 5-lb., 1 doz. to case, Barbadoes	5 30	
Tins, 10-lb., ½ doz. to case, Barbadoes	5 20	
Tins, 2-lb., baking grade, case 2 doz.	5 50	
Tins, 3-lb., baking grade, case of 2 doz.	7 40	
Tins, 5-lb., baking grade, case of 1 doz.		
Tins, 10-lb., baking grade, case of ¼ doz.		
West Indies, 1½, 48s	6 95	

Developments in Canned Goods Lacking

Toronto.

CANNED GOODS.—New developments are lacking in the canned goods situation. The movement to the trade has been quiet and prices generally hold

without change. A very good sale of jams is reported and sales of salmon by the retail trade are considered very good.

Salmon—		
Soekeye, 1s. doz.	4 00	4 50
Soekeye, ½s. doz.	2 40	2 50
Alaska reds, 1s. doz.	3 75	3 85
Chums, 1-lb. talls	2 35	2 60
Do., ½s. doz.	1 35	1 45
Pinks, 1-lb. talls	2 35	2 60
Do., ½s. doz.	1 35	1 50
Cohoos, ½-lb. tins	1 85	1 90
Cohoos, 1-lb. tins	3 45	3 75
Red springs, 1-lb. talls	3 65	3 95
White springs, 1s. dozen	2 30	2 35
Lobsters, ½-lb., doz.		8 75
Pilehards, 1-lb. talls, doz.	1 90	2 15

Canned Vegetables—		
Beets, 2s	1 90	2 30
Tomatoes, 2½s	1 80	2 10
Peas, standard	1 50	1 95
Peas, early June	1 67½	2 25
Beans, golden wax, doz.	2 00	2 10
Asparagus tips, doz.	3 42½	3 45
Asparagus butts	2 00	2 02½
Corn, 2s. doz.	2 40	2 60
Pumpkins, 2½s	1 80	2 00
Spinach, 2s. doz.		1 90
Do., 2½s. doz.	2 52½	2 55
Do., 10s. doz.	7 55	7 57½
Succotash, 2s. doz.	2 30	2 35
Pineapples, sliced, 2s. doz.	3 20	3 50
Do., shredded, 2s. doz.	3 00	3 02½
Rhubarb, preserved, 2s. doz.	2 07½	2 10
Do., preserved, 2½s. doz.	2 65	2 67½
Do., standard, 10s. doz.	4 50	4 52½
Cherries, 2s	2 75	2 90
Peaches, 2s		2 87½
Pears, 2s	2 35	2 87½
Plums, Lombard, 2s	1 97½	2 22½
Plums, Green Gage	2 17½	2 37½
Raspberries, 2s, H.S.	4 50	
Strawberries, 2s, H.S.	4 50	
Blueberries, 2s	2 10	2 35

Preserved Fruits, Pint Sealers—		
Peaches, pint sealers, doz.	3 40	3 45
Jams		
Apricot, 4s, each		0 84
Black currants, 16 oz., doz.	3 40	3 90
Do., 4s, each		0 98
Gooseberry, 4s, each		0 84
Peach, 4s, each		0 82
Red currants, 16 oz., doz.		3 45
Raspberries, 16 oz., doz.	3 40	4 25
Do., 4s, each	0 98	1 10
Strawberries, 16 oz., doz.	3 90	4 25
Do., 4s, each	1 08	1 10

Little Chance For Prunes, Peaches

Toronto.

DRIED FRUITS.—There seems very little chance that prunes and peaches will be released for shipment to Canada. Packers are reported as cancelling Canadian orders, although indicating that should export to Canada be permitted they will give every consideration to these orders to the limit of the stocks they may have. Canadian importers have been asked by United States jobbers if they have any of these goods in the hands of the packers which they can or will release to tem. It looks as though the domestic trade will more than absorb available supplies.

Apples, evaporated, Ontario	0 16½	0 17
Apricots, unpitted	0 16½	
Do., fancy, 25s		0 30
Do., choice, 25s	0 25½	0 27
Do., standard, 25s	0 22½	0 26
Candied Peels, American—		
Lemon	0 43½	
Orange	0 45½	
Citron	0 53	

Currents—		
Grecian, per lb.	0 26	0 28
Australians, re-cleaned, ½ cs, lb.	0 25	0 27
Dates—		
Excelsior, kgs., 8 doz. in case	6 50	6 75
Dromedary dates, 3 doz. in case	7 50	7 75

Figs—		
Tape, lb.		
Malaga, lb.		
Comadre figs, mats, lb.	0 13	0 14
Cal., 4 oz. pkgs., 70s, case		5 00
Cal., 8 oz., 20s, case		3 25
Cal., 10 oz., 12s, case		2 25
Prunes—		
30-40s, per lb.		0 18

PEAS		
40-50s, per lb.		0 19
50-60s, per lb.		0 16½ 0 18
70-80s, per lb.		0 14½ 0 16
80-90s, per lb.		0 18½ 0 14½
90-100s, per lb.		0 12½ 0 13
100-120s		0 10½
Peaches—		
Standard, 25-lb. box, peeled		24
Choice, 25-lb. box, peeled		0 25
Fancy, 25-lb. boxes		0 22
Practically peeled, 25-lb. boxes		0 22½
Extra choice, 25-lb. box, peeled		0 26
Raisins—		
California bleached, lb.	0 17	0 18
Seedless, 15 oz. packets	0 14½	0 14½
Seeded, fancy, 1-lb. packets	0 15½	0 16
Seeded, 15 oz. packets		0 15
Seedless, Thompson's, 25s	0 14	0 16
Seedless, 16-oz. packets		0 16
Do., Bakers, Thompsons	0 16	0 17½
1 Crown Muscatels, floated, 50s		0 14
Spanish, Connoisseurs, ¼ boxes		0 20

Tea Situation May Improve

Toronto.

TEAS.—Advices from Great Britain indicate that the British Ministry of Food are letting up somewhat on the control they have exercised over teas and limited trading through regular channels to extent of 50 per cent. of importations is being permitted. Locally the market is quiet.

Ceylon and Indias—		
Pekoe Souchongs	0 46	0 48
Pekoes	0 48	0 56
Broken Pekoes	0 56	0 59
Orange Pekoes	0 58	0 60
Broken Orange Pekoes	0 60	0 62
Javas—		
Broken Pekoes	0 45	0 48
Japans and Chinas—		
Early pickings, Japans		0 50
Second pickings	0 40	0 48
Hyson Thirds, lb.	0 40	0 48
Do., Seconds	0 50	0 55
Do., sifted	0 50	0 62

Coffee Strong; Cocoa to Come

Toronto.

COFFEE, COCOA.—The market on coffee remains very firm, the present quotations at primary points plus cost to import figuring out to a point greater than present selling basis locally.

There has been some difficulty in arranging shipping space for a purchase of normal amount of Cocoa, but this seems on a fair way to adjustment now and market has steadied down somewhat from its flurried state.

Coffee—		
Java, Private Estate		0 45
Java, Old Government, lb.	0 38	0 40
Bogotas, lb.	0 37	0 38
Guatemala, lb.	0 36	0 37
Maracaibo, lb.	0 34	0 35
Mexican, lb.	0 38	0 39
Jamaica, lb.	0 33	0 34
Blue Mountain Jamaica		0 48
Mocha, lb.	0 38	0 39
Mocha, Arabian, lb.		0 40
Rio, lb.	0 27	0 32
Santos, lb.	0 32	0 33
Santos, Bourbon, lb.	0 34	0 36
Ceylon, Plantation, lb.	0 38	0 39
Chicory, lb.	0 30	0 33
Cocoa—		
Pure, lb.	0 25	0 30
Sweet, lb.	0 20	0 24

Spice Markets Remain Steady

Toronto.

SPICES.—No new developments of a particularly interesting nature are reported this week. The market is generally quite steady and unchanged.

Per lb.		
Allspice	0 18	0 25
Cassia	0 33	0 45
Cinnamon	0 45	0 60

Cayenne	0 30	0 35
Gloves	0 75	0 85
Ginger	6 30	0 45
Herbs — sage, thyme, parsley,		
mint, savory, marjoram	0 40	0 70
Pastry	0 25	0 40
Pickling spice	0 22	0 30
Mace	0 90	1 10
Peppers, black	0 44	0 46
Peppers, white	0 50	0 55
Paprika, lb.	0 60	0 65
Nutmegs, selects, whole, 100s	0 45	0 50
Do., 80s		0 55
Do., 64s	0 48	0 55
Mustard seed, whole	0 40	0 55
Celery seed, whole		0 75
Coriander, whole	0 25	0 35
Caraway seed, whole	0 90	1 00
Tumeric		0 30
Cream of Tartar—		
French, pure	1 00	1 10
American high test		
2-oz. packages, doz.	2 00	
4-oz. packages, doz.	3 50	
8 oz. tins, doz.	6 75	6 85
Tartarine, barrels, lb.		0 21
Do., 8 oz., doz.		1 75
Do., 16 oz., doz.		3 25

Stocks Locally

Well Sold Up

Toronto.

NUTS.—Wholesalers report a very good clean-up of stocks and face the new year with supplies at a minimum. A shipment of brazils is reported arriving at New York, but price has not yet been named. About only walnuts available are California and these have been pretty well sold up to.

Almonds, Tarragonas, lb.	0 28	0 32
Butternuts, Canadian, lb.		0 08
Walnuts, California, lb.	0 40	0 42
Walnuts, Grenobles, lb.	0 33	0 35
Walnuts, Bordeaux, lb.	0 34	0 35
Filberts, lb.	0 20	0 28
Pecans, lb.		0 30
Cocoanuts, Jamaica, sack	9 00	9 50
Peanuts, Jumbo, roasted	0 24	0 25
Brazil nuts, lb.	0 30	0 32
Shelled—		
Almonds, lb.	0 45	0 50
Filberts, lb.	0 38	0 45
Walnuts, lb.	0 73	0 77
Peanuts, Spanish, lb.	0 17	0 18
Do., Chinese, 30-32 to oz.	0 14	0 15
Brazil nuts, lb.		0 85

Beans Remain

Firm, Unchanged

Toronto.

BRANS.—The market is without quotable change this week with little movement in progress.

Ontario, 1-lb. to 2-lb. pickers, bu.	6 00	6 75
Do., hand-picked		7 00
Can. White Kidney Beans, bush.	8 40	9 00
Japanese Kotonashi, per bush.		7 00
Rangoons, per bushel		6 00
Limas, per pound	0 17½	

Prices Holding at

Unchanged Levels

Toronto.

RICE.—The market shows no revision from last week's levels. Sales are very fair and stocks ample to meet demands of the trade.

Package Goods

Hold Steadily

Toronto.

PACKAGE GOODS.—All lines are steadily held though a decline of 5c in Cooker package peas to \$1.45 dozen is noted. Robin Hood porridge wheat to arrive the first of the year is being quoted for the regular 36s at \$6 case and family, 20s, at \$5.80 case. Ralston wheat food, 18-1½s, is quoted at \$2.90, with indications pointing to a stiffening of price

early in the new year.

PACKAGE GOODS

Rolled Oats, 20s round, case	5 60
Do., Do., 20s square, case	5 60
Do., Do., 36s, case	4 00
Do., Do., 18s, case	2 00
Corn Flakes, 36s, case	4 00
Shredded Wheat, 36s, regular, case	4 50
Porridge wheat, 36s, regular, case	6 00
Do., Do., 20s, family, case	5 80
Cooker Package Peas, dozen	1 45

Honey Dull;

Maple Syrup Quiet

Toronto.

HONEY, MAPLE SYRUP.—The market in honey is dull. Purchases can be made at lower levels than cost of goods now on hand, but this has not affected selling prices to the trade as yet. Maple syrup is quiet and without special feature.

Honey—

Clover, 2½-lb. tins	0 29	0 30
5-lb. tins	0 28	0 30
10-lb. tins	0 28	0 30
60-lb. tins	0 27	0 28½
Comb, No. 1, fancy, doz.	3 75	4 25
Do., No. 2, doz.		3 00

Maple Syrup—

No. 1, 10-lb. tins, 6 to case	15 10
No. 2, 5-lb. tins, 12 to case	17 10
No. 3, 2½-lb. tins, 24 to case	18 50
No. 3, 32-oz. bottles, 24 to case	16 70
Gallon tins, Imperial, per gal.	2 25
5-gallon tins, Imperial, per tin	10 50
Barrels, 25 or 40 Imp. gals., gal.	2 00

Activity General

in All Fruits

Toronto.

FRUITS.—Activity is general in fresh fruits and prices show little or no variation. A little easier feeling in California navel at primary points, but with no heavy supplies locally this condition is not reflected here. Grape fruit has stiffened and stocks are light. It is reported that a steamer carrying 30,000 boxes Messina and Palermo lemons is due at New York about the first of the year. It is understood there are no Canadian buyers represented, any supplies which may be brought on here being bought from New York interests. The apple market is very firm and overseas shipments are going forward quite steadily it is understood.

Apples—

11-qt. basket	0 30	0 50
Do., B.C., McIntosh Reds, box	2 85	3 00
Do., B.C. Jonathans, box	3 25	3 40
Do., Rome Beauty, box	3 25	3 50
Do., Winesaps, box		3 25
Do., Spys, box	2 00	3 25
Do., Greenings, box	2 15	2 25
Do., Baldwins, box	2 15	2 25
Do., in Barrels.	No. 1	No. 2
Greenings	5 50-6 00	5 00-4 00
Baldwins	5 50-5 00	4 00
Spys	7 00-7 50	6 00-4 50
Russets	5 50	4 50
Tolman Sweets	6 00	5 00
Bananas, per lb.	0 07	0 07½
Cranberries, late Jerseys, bbls.		14 00
Do., Late Howes, bbl.		15 00

Grapes—		
Do., Malagas, bbl.	10 00	13 00
Grapefruit—		
Florida, 36s, 46s	4 50	
Do., 54s, 64s, 70s		4 75
Do., 80s, 96s		5 00

Oranges—		
Florida, 80s, 96s, 126s	4 00	
Do., 150s		5 00
Do., 176s, 200s, 216s, 250s	5 50	
Do., 288s, 324s		4 00

Florida Tangerines, all sizes,		
1½ box	4 00	4 25
California navel, 80s		4 50
Do., 96s, 100s		5 00
Do., 126s		6 00
Do., 150s, 288s, 324s		6 50
Do., 176s, 200s, 216s, 250s	6 75	7 00
Mexicans, all sizes		3 50
Lemons, Cal., case	6 50	6 00

California Celery

Coming; Other Lines, Too

Toronto.

VEGETABLES.—It is understood that some interests are bringing along some California celery and included in the car are also some cauliflower, lettuce, etc. What the price will be on the celery is not yet determined on. Potatoes locally are unchanged. Onions are in the same category, though a firmer market is reported in the United States.

Beans, green, hamper	4 50	5 00
Cabbage, Can., bbl.	1 25	1 50
Carrots, bag	0 75	1 00
Celery, crates	3 25	3 50
Do., Fancy Thedford, case	4 50	5 00
Cucumbers, doz.		3 50
Endives, dozen		1 25
Lettuce, head, hamper	3 50	4 00
Do., leaf, dozen	0 30	0 35
Melons, Casaba, 6-8 to case, case		2 75
Mushrooms, 3-lb. boxes		3 00
Onions, Can. Yellow, 100-lb. bag	2 00	2 25
Do., green, Shallots, doz.		1 00
Parsnips, bag	1 00	1 25
Potatoes, sweet kiln dried, hamper	3 00	3 10
Potatoes, Ontario, bag	1 60	1 65
Do., N.B. Delawares, bag	1 85	2 00
Tomatoes, Hothouse, lb.	0 30	0 35
Turnips, bag		0 75

Flour Situation

Without Feature

Toronto.

FLOUR.—The situation as a whole is without special feature. A very good demand is being taken care of and prices show no change.

FLOUR

Government Standard, 74% Extraction.	
Manitoba Wheat Flour, in carload shipments, on track, bbl.	\$11 25

Movement Mill

Feeds Continues

Toronto.

MILL FEEDS.—The movement of mill feeds continues to be an active condition of the market. Supplies are very good and prices have held firm and without change.

	In carlots, track
Bran, per ton	\$87 00
Shorts, per ton	42 00

Rolled Oats Down;

Barley Easier

Toronto.

CEREALS.—A decline in rolled oats is reported this week, quotations on 90 lb. bags ranging as low as \$4.65 to \$4.75. Oatmeal is in line at \$5.15 to \$5.30. Pot and pearl barley are down 25c per 98 lb. bag, the former being quoted at \$4.75 and the latter at \$6. Corn products have held firm and without change.

	Single Bag Lots	
	F.o.b. Toronto	
Barley, pearl, 98s	\$6 00	\$6 25
Barley, pot, 98s	4 75	5 20
Barley Flour, 98s	5 50	6 00
Buckwheat Flour, 98s	7 25	8 00
Cornmeal, Golden, 98s	5 15	5 50
Do., fancy yellow, 98s	4 65	5 40
Corn flour, white, bbl.	9 80	10 35
Do., Government standard, bbl.	9 35	10 15
Hominy grits, 98s	5 50	6 60
Hominy, pearl, 98s	5 25	6 10
Rolled Oats, 90s	4 65	5 00
Oatmeal, 98s	5 15	5 85
Potato Flour, lb.		0 18
Oat Flour	5 50	6 20
Rolled wheat, 100-lb. bbl.	6 75	7 00
Rice Flour, per 100 lbs.	9 50	12 00
Rye Flour, 98s	6 50	7 25
Peas, split, lb.	0 07½	0 09½
Blue peas, lb.	0 11	0 15

Above prices give range of quotations to the retail trade.

WEEKLY MARKET REPORTS BY WIRE

Statements From Buying Centres, East and West

Alberta Markets

FROM CALGARY, BY WIRE.

Calgary, Alta., Dec. 24.—There are very few changes to report this week. Supplies of new-laid eggs are slightly better, the price being paid by farmers being 65-70c a dozen. Large cheese this week is offering at 28½-29c. Baby size milk has advanced slightly. Shipments of poultry are still coming in and prices are slightly easier. The Christmas business that got away to a bad start owing to the "flu" epidemic has been showing a very marked improvement. Some lines of nuts in shells are almost cleaned up.

Beans, small white, per cwt. . .	10 50	12 00
Beans, small, ivory, lb.	0 07	0 08
Beans, Kootenashi	14 00	
Flour, 98s, per bbl.	10 70	
Rye flour, 49s, per bbl.	10 60	

Cornmeal, 24s, per bbl.	11 00	
Rolled oats, 80s	4 40	4 50
Rice, Siam, cwt.	9 25	10 00
Rice, China mat., No. 1	4 80	
Do., No. 2	4 10	
Tapioca, lb.	0 14	
Sago, lb.	0 14	
Sugar, pure cane, granulated, cwt.	11 02	
Cheese, No. 1, Ontario, large.	0 28½	0 29
Butter, creamery, lb.	0 50	
Do., dairy, lb.	0 35	0 40
Lard, pure, 3s, per case	19 80	
Eggs, new-laid, case	18 00	
Eggs, No. 1 storage, case	16 00	16 50
Candied peel, lemon, lb.	0 34½	
Do., orange, lb.	0 36½	
Do., citron, lb.	0 39½	
Tomatoes, 2½s, stand. case, spot.	8 75	4 25
Corn, 2s, case	4 80	5 00
Peas, 2s, standard case	3 50	
Apples, gals., Ontario, case.	2 20	2 85
Strawberries, 2s, Ontario, case.	8 10	8 50
Raspberries, 2s, Ontario, case	8 40	8 75
Cherries, 2s, red, pitted	6 40	
Apples, evaporated, 50s, lb.	0 18	
25s, lb.	0 18½	
Apricots, evaporated, lb.	0 26	0 29
Peaches, evaporated, lb.	0 18	0 20
Peaches, 2s, Ontario, case	4 75	10 25
Salmon, pink, tall, case	9 00	16 75
Salmon, Sockeye, tall, case	16 50	18 50
Do., halves	18 50	33 00
Potatoes, per ton	5 50	7 50
Oranges, navels	7 50	8 00
Oranges, Florida	7 50	8 00
Lemons, case	5 50	7 50
Grapefruit		

WATSON BROS.' NEW PLANT

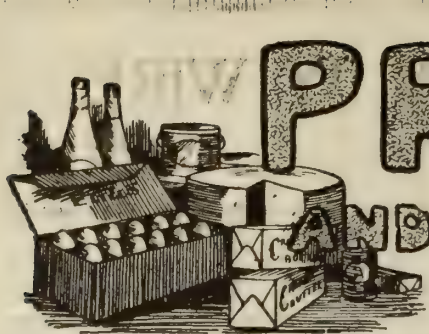
Watson Bros. Fishing and Packing Co., Ltd., Vancouver, have just completed a most up-to-date smoking plant on Granville Island, Vancouver. This replaces the premises burned down last May.

They are now putting a line of fish paste on the market in glass jars, of the following varieties: Bloater, anchovy, salmon, and sardine. They also have a plant at Port Alberni for packing Scotch cured herring.

A campaign for the conservation of tin will be undertaken immediately by the manufacturers of sauerkraut, in the United States, who were in conference with the Food Administration. While it will be impossible for this industry to inaugurate many of the conservation measures adopted by other manufacturers, as the 1918 pack is already well under way, the Food Administration has been assured that every possible effort will be made to push the sale of bulk goods and of kraut not packed in tin.



A Christmas window display that could be used successfully at any time of the year.



PRODUCE AND PROVISIONS

A Partnership that Built Business

Joining of Meat and Grocery Businesses Meant Substantial Lowering of Upkeep Charges Without Lessening Business. Combination Also Assists in Building Business

SEVEN years ago H. Trebilcock and A. L. Berry occupied two stores a few doors apart on King Street, West, Hamilton, Ont. The one was a butcher and the other a grocer. There is no getting away from the fact that the businesses overlapped a little, as most businesses of this kind do. The butcher store carried quite a few odds and ends of grocery stock, and perhaps the grocery devoted some space to lines that the butcher store a few years ago was inclined to think were particularly its own.

They were near enough to know something of one another's business and far apart enough in business interests to

be very good friends. Probably that accounted for the suggestion that it might be possible to combine the businesses into one substantial going concern. They both pondered that idea a good deal, and the more they thought about it the more they seemed to see the wisdom of it. Finally it was decided to make the experiment. "We won't lose any business anyway by the change," they thought. The upshot of it was that they took over another and larger double store, a short distance from the location of the other two stores, and opened business, with Mr. Trebilcock in charge of the butchering end of the business and Mr. Berry of the grocery end.

One Rent, One Light, One Delivery

When the CANADIAN GROCER questioned Mr. Berry on the advantages that he saw in such a combination, he plied tersely, "One rent, one light bill, one refrigerator, and one delivery." That is putting the matter very forcibly, for there is one of the great advantages to be gained from the combination of the meat and grocery departments, the possibility of practically doubling business, with only a moderate increase in the upkeep charges. There was another factor still to be considered, the way the combination helped to meet the disturbed labor conditions of the past few years. It is hard enough to get a deliveryman,



Featuring Provisions in a Grocery Window Display

but it is harder to get two, and just in that proportion did the store conserve in its necessary staff at this crucial time. Then, too, the combination helped in the store proper. Under the help shortage other stores were almost overwhelmed with the volume of work. With the combined store, however, it is very rarely that the heavy rush is on in both departments at the same time, so that the forces of one department can come to the assistance of the other at times of unusually heavy business. That has proved a very great benefit, for under these conditions the store can never be absolutely swept off its feet with the demands made upon it.

Not What You Make, But What You Save

It is not what you make by the change, but what you save, that appeals to Mr. Berry as the important point. Of course, the penny saved is the penny earned, and no one is more alive to that fact than he. It is, he thinks, a natural development of the store, and should be one of the factors in keeping down the costs of doing business, for some of the heaviest charges that must be placed against the business are distributed against two businesses rather than one. It is every live merchant's ambition to increase his turnover without materially increasing his overhead; that way lies success, and probably one of the easiest ways to achieve this object is to be found in the methods adopted by this store.

A Head For Both Departments

The business, while the buying and general management of the departments is distributed between the two partners, is conducted as one concern. There is no effort to keep the departments on a separate basis. Mr. Berry admits that it might be a wiser method, but fears that it would entail at the present time more office work than the change would justify. It is not so essential in this case, as each department is in charge of one who is thoroughly conversant with the business, each one of the partners is thoroughly alive to the needs of his own particular charge, and can very readily tell if it is carrying the full share of the load, while the other has gained enough experience in the business co-operation of seven years to be able to consider and discuss intelligently any knotty problems that may arise.

Combination Spells Development

The partnership was formed with the impression that it could not injure either of the partners in their private business, that all the people who had traded with Mr. Trebilcock in his butcher store, would naturally follow him to the newer and more attractive stand, and that the grocery customers of Mr. Berry were not likely to fall away because there was a butcher store in the same premises.

That belief was founded on a very sure knowledge of the situation. As a matter of fact never for a moment did the business fall below the total of the two businesses prior to co-operation,

and it was not long before a very satisfactory increase began to make itself felt. Business was drawn from one department to the other, as a natural result of their close association. Not that every customer of one or other of the stores became at once a customer of both departments of the united stores, for that was not the case, and there are some customers who for seven years have traded at one of the departments and bought nothing at the other. These cases, however, are the exception rather than the rule. More often than not the customer at one department will buy at least something at the other. It may be only a small item for a long time, but gradually the business becomes of a more substantial nature, until often the whole trade of the customer is done by the one store. The one service and the one delivery are factors that appeal strongly to the average housewife and are factors that are of very marked importance in building business.

Using Clerks in Both Departments Helps

The store in question is a large square store well lighted with two large display windows in front. It is divided in two so that each department is of equal importance, and the large refrigerator that serves both departments occupies the rear of the store. There are a number of passageways through the counters, so that the clerks of either department can readily make their way into the other. Moreover, they are taught to familiarize themselves with both businesses, and they serve in either department equally well. This has been another strong business-building factor, for the customer of the grocery store would enter and see the clerk who was accustomed to serve her, serving in the butcher department—that at once established a certain familiarity with that department, and it was not seldom that the clerk will serve a customer in one department and then go to the other department to provide for her wants there. This has proved a very effective method of building business. Altogether Mr. Berry is of the opinion that the combination of these two departments is beyond all question the logical development of the provisioning business.

SALES MANAGER SPEAKS OF B.C.

That British Columbia will be prosperous if the shipyards there can be maintained on an active basis is the opinion of J. B. Coffey, newly appointed sales manager for Chase and Sanborn, Montreal. Mr. Coffey just arrived from the Far West to assume his new duties, and to CANADIAN GROCER he stated that there had been a great deal of good sound business for some time and that this was still manifest.

One of the most important features that had served to stabilize business there had been that of the shipbuilding industry. On some of the contracts for steel ships the payroll alone would total over \$300,000. With this amount multiplied several times it is readily understood what an impetus the circulation of a large part of this money would give

to business. Activity at the coastal cities has been maintained on a satisfactory basis and it will so continue if contracts are available for steel boats, as they probably will be.

In the Okanagan district conditions had been good. Fruit yields had totaled large and the producers had lost very little on the surplus supplies of apples, etc. The evaporating plants had taken care of any excess production and the output had found its way to various markets at a profitable return.

It was a notable fact, Mr. Coffey stated, that out of a population of 350,000 to 400,000, British Columbia had contributed to the war not less than 50,000 able-bodied men. Aside from this there had been thousands of British reservists who had gone to the call of the Motherland on their own initiative. Thus, the population had been greatly reduced and the families of these men had, in many instances gone to other parts. Notwithstanding this, a very large per capita contribution had been made to war work and to the various Government loans, etc. Altogether the record of the province had been a very creditable one and a bright future was anticipated.

MONTREAL GROCERS' GUILD ELECTS OFFICERS

The new president of the Grocers' Guild for the City of Montreal is S. Deschatelets. Other officers elected at the annual meeting held at the Board of Trade last week include the following: Vice-president, Paul Vaillancourt; treasurer, E. Couvrette, and directors, C. J. Ciceri, Joe Ethier and J. L. Patenaude.

Among other things discussed was that of the future outlook and at this meeting the financial statement submitted indicated a very healthy state of affairs to exist for the past season.

UNITED STATES EXPORTS AND IMPORTS OF EGGS AND POULTRY

Following are the imports and exports of poultry products as issued by the United States Department of Commerce:

EXPORTS		September.	Jan.-Sept.
Poultry, 1918	.....	\$22,870	\$690,407
Poultry, 1917	.....	40,074	1,524,473
Eggs, 1918	.... 1,480,905 dozen	11,277,127 dozen	
Eggs, 1917	.... 925,664 dozen	10,794,112 dozen	
Egg yolks, canned eggs, etc.—			
1918	.....	\$24,643	\$700,793
1917	.....	53,781	65,935

IMPORTS		September.	Jan.-Sept.
Eggs, 1918	....	11,955 dozen	1,193,283 dozen
Eggs, 1917	....	83,141 dozen	1,022,982 dozen
Eggs, dried, frozen, etc.—			
1918	.....	154,440 lbs.	6,736,792 lbs.
1917	.....	2,033,528 lbs.	12,281,580 lbs.

UNITED STATES GOVERNMENT REPORT OF STORAGE STOCKS DEC. 1.

Eggs—		
Dec. 1st, 1918—481 storages.....	2,035,053 c/s.	
Dec. 1st, 1918—462 storages.....	2,030,728 c/s.	
Dec. 1st, 1917—462 storages.....	2,875,145 c/s.	
Decrease 29.4% or.....	844,417 c/s.	
Nov. 1st—492 storages.....	3,765,899 c/s.	
Nov. 15th—443 storages.....	2,935,922 c/s.	
Poultry—		
Dec. 1st, 1918—324 storages.....	66,629,994 lbs.	
Dec. 1st, 1918—299 storages.....	60,299,874 lbs.	
Dec. 1st, 1917—299 storages.....	46,358,698 lbs.	
Increase ..	13,941,176 lbs.	

Produce, Provision and Fish Markets

QUEBEC MARKETS

MONTREAL, Dec. 24.—Price changes for the week in the provision markets are confined to advances for fresh steak cod fish and for haddock. The latter has been advanced from one to two cents, and the former one cent per pound.

Butter holds firm, as do also eggs, lard and shortening, while margarine has moved better this week under a maintained price basis.

The Christmas demand for bacon and hams has been excellent, and prices on these have held firmly. Poultry demand has been rather slow in developing, but a big trade is expected for the New Year, this district making more of the New Year festivities than of Christmas.

Hogs More Steady; Hams, Bacons Active

Montreal.

PROVISIONS. — The prices for live and dressed hogs are ruling steady but without change. There is still a certain activity from the packers for all available stock of abattoir killed, while the farmers' hogs are meeting much of the store demand.

Hams and bacon have been very freely sold at retail, and prices are maintained fully on all grades, the choice varieties being prominent in the holiday movement.

Hogs, Dressed—			
Abattoir killed, small	25 00		
Do., heavy, 225-275 lbs.		24 50	
Hogs (country dressed)	22 00	22 50	
Hogs, live	18 25	18 50	
Hams—			
Medium, smoked, per lb.—			
(Weights) 16-25 lbs.	0 35	0 36	
Large, per lb. (wgh.) 25-35 lbs.	0 32	0 33	
Bacon—			
Plain	0 43	0 44	
Boneless, per lb.	0 46	0 47	
Dry Salt Meats—			
Long clear bacon, ton lots	0 29	0 29½	
Long clear bacon, small lots	0 29½	0 30	
Fat backs, lb.	0 29½	0 30	
Cooked Meats—			
Hams, boiled, per lb.	0 53	0 54	
Hams, roast, per lb.		0 54	
Shoulders, boiled, per lb.		0 46	
Shoulders, roast, per lb.		0 43	
Barrel Pork—			
Canadian short cut (bbl.)		\$56 00	
Clear fat backs (bbl.)		58 00	
Short cut clear pork (bbl.)		56 00	
Heavy mess pork (bbl.)		53 00	
Bean pork (bbl.)		52 00	

Much Lard Moved on Steadied Basis

Montreal.

LARD.—Under a much better sale the price of lard has been steadied and holds firmly without change. Holiday cooking has been assigned as the prime factor in creating the better movement and aside from this there is no further change.

Lard, pure—			
Tierces, 400 lbs., per lb.	0 31	0 32	
Tubs, 50 lbs.	0 31½	0 32½	
Pails, 20 lbs., per lb.	0 31½	0 32½	
Bricks, 1 lb., per lb.	0 32½	0 34	

Prices Maintained; Shortening Selling

Montreal.

SHORTENING. — Firmness has been evident in the shortening market and this under an active amount of trading. With holiday cooking and general holiday activity everywhere there will be a steady demand for another ten days at least. No price changes are made.

Shortening—			
Tierces, 400 lbs., per lb.	0 26½	0 26¾	
Tubs, 50 lbs.	0 27	0 27½	
Pails, 20 lbs., per lb.	0 27½	0 27½	
Bricks, 1 lb., per lb.	0 28½	0 28¾	

Margarine Movement Better; Price Holds

Montreal.

MARGARINE. — While there is no price change this week in the margarine market for various grades, there was an improved condition in the matter of demand and sales increased. The undertone continues more steady on this account.

Margarine—			
Prints according to quality, lb.	0 34	0 35	
Tubs, according to quality, lb.		0 30	

Steady Butter Basis; Stock Moved Well

Montreal.

BUTTER.—There is no outstanding feature as regards price of creamery or dairy butter, but the market has been fairly active and the undertone steady and firm. Receipts have been light and with many creameries closed and few operating there is little improvement in delivery likely. Stocks are sufficient.

Butter—			
Creamery prints (storage)	0 52	0 53	
Creamery solids (storage)	0 51	0 52	
Dairy prints, choice	0 44	0 45	
Dairy, in tubs, choice	0 42	0 43	

Holiday Trade Good For Various Cheese

Montreal.

CHEESE.—A steady business is reported from the various sections of the jobbing trade and for fancy lines the sale has been good. Export goes on apace and offerings have usually had a

fair number of bidders for any supplies offered at the auctions. Prices are steady and firm but without change.

Cheese—			
Large, per lb.		\$0 28	
Twins, per lb.		0 28½	
Triplets, per lb.	0 27½	0 28	
Stilton, per lb.		0 30	
Fancy, old cheese, per lb.	0 29	0 30	

Some New-laid Eggs Sold on Basis 82c

Montreal.

EGGS.—The prices for new-laid eggs have continued high and on the same basis as previous quotations of last week, but with some sales of extra choice reported at 82c. It is stated that the Chicago market for new-laid has shown an easier tendency, but this has not reflected here at all. This was the result of better weather conditions in the egg-producing centres of the northern and mid-central States. Demand for selects and new-laid has been very active.

New-laid	0 75	0 80
Selects	0 54	0 55
No. 1	0 50	0 51
No. 2		0 47

Ample Turkey Supply; All Prices Steady

Montreal.

POULTRY.—While some reports have indicated a shortage of turkeys there is little evidence of short supplies in this market and the trade appears to have what they may reasonably sell. Prices are fully held on both turkeys and chickens as well as for ducks and geese. Of the latter there seem to be plenty.

Chickens, roast (3-5 lbs.)			
			Dressed
Chickens, roast (milk fed)			\$0 38
Broilers (3-4 lb. pr.)			0 43
DUCKS—			
Brome Lake			0 47
Young Domestic			0 38
Turkeys (old toms), lb.			0 43
Turkeys (young)	0 43		0 45
Geese	0 28		0 30
Old fowls			0 36

Advance For Cod; Haddock is up, Too

Montreal.

FISH.—One cent advance for steak cod and one to two cents for haddock of the fresh varieties constitute the changes of the week. Sales were very active owing to the observance of several fish days and while a good demand is expected for oysters, shrimps, etc., for the next week, a quietness is expected to manifest itself immediately after the first of the year. Prices are generally steady and supplies good.

FRESH FISH			
Haddock	0 10	0 12	
Steak Cod	0 11	0 13	
Market Cod	0 08	0 09	
Flounders	0 10	0 12	
Prawns	0 30	0 32	
Live lobsters	0 50	0 55	

FROZEN FISH			
Halibut, large and chicken	0 22	0 23	
Halibut, medium	0 23	0 24	
Haddock	0 08½	0 09	
Mackerel	0 16	0 17	
Dore	0 15	0 16	
Salmon Cohoes, Hd. and Dd.	0 22	0 23	

Salmon Cohoes, round	0 17½	0 18
Salmon, Qualla, Hd. and Dd....	0 14½	0 15
Gaspe Salmon, per lb.	0 24	0 25
Whitefish	0 15½	0 16
Whitefish, small	0 12	0 12½
Pike, Headless and Dressed....	0 11½	0 13½
Market Cod	0 07½	0 08
Sea Herrings	0 08	0 09
Steak Cod	0 09½	0 10
Smelts, No. 1, per lb.	0 17	0 18
Smelts, No. 2, per lb.	0 14	0 15
Smelts, extra large	0 19	0 20
Lake Trout	0 19	0 20
Tom Cods, per bbl.	5 00	
Lake Herrings, bag, 100 lbs....	7 00	
Alewives	0 07½	0 08

SMOKED FISH

Haddies, 15 and 30 lb. boxes....	0 16	
Fillets, 15-lb. boxes	0 19	0 20
Bloaters, Yarmouth Mild	2 00	2 25
Kipper Herrings, large, a box..	0 40	2 50
Kipper Herrings	0 50	3 25
Medium Smoked Herrings, box		
each	0 25	

SALTED FISH

Codfish—		
Codfish, large brl., 200 lbs....	\$22 00	
Codfish, No. 1, medium, brl., 200 lbs.	21 00	
Codfish, No. 2, 200 lb. barrel....	19 00	
Pollock, No. 1, 200 lb. barrel....	15 00	
Codfish, strip boneless (30-lb. boxes) lb.	0 20	
Codfish (boneless) (24 1-lb. cartons)	0 20	

ONTARIO MARKETS

TORONTO, Dec. 24.—New-laid eggs are reported decidedly scarce and prices, in cartons, are up to 75c-80c per dozen. Buying prices on poultry apply on Monday purchases, and no further receipts are looked for during the balance of the week. Lard is easier, and shortening holds steadily. No change in live hogs is looked for.

Live Hogs Hold Unchanged; Meats Steady

Toronto.

PROVISIONS—No change was reported in live hogs early in the work and it was expected that the price basis of \$18 per cwt., fed and watered, reached last week would be maintained over the holiday. The run will be light and receipts hardly a marketable feature, as is usual for this corresponding week in the year.

Dressed meats are holding quite firm and there has been no quotable change recorded. The demand has kept up very well.

Hams—		
Medium	0 40	
Large, per lb.	0 34	0 35
Backs—		
Plain	0 46	0 48
Trimmed, with rib in	0 46	
Boneless, per lb.	0 51	0 52

Bacon—		
Breakfast, per lb.	0 43	
Roll, per lb.	0 31	
Wiltshire (smoked sides), lb. ..	0 37	

Dry Salt Meats—		
Long, clear bacon, av. 50-70, lb.	0 30	
Do., aver. 70-100, lb.	0 28	
Fat backs	0 30	

Cooked Meats—		
Hams, boiled, per lb.	0 51	
Hams, roast, without dressing, per lb.	0 53	0 55
Shoulders, roast, without dressing, per lb.	0 50	0 52

Barrel Pork—		
Mess pork, 200 lbs.	47 00	
Short cut backs, bbl., 100 lbs....	56 00	
Pickled rolls, bbl., 200 lbs.	54 00	57 00

Hogs—		
Dressed, 70-100 lbs., weight	26 50	
Live, off cars	18 25	
Live, fed and watered	18 00	
Live, f.o.b.	17 00	

Codfish (Ivory) (2-lb. blocks, 20-lb. bx)	0 18	
Codfish (boneless) (2-lb. size)	0 23	
Codfish, Shredded (12 lbs. 24 pkgs.)..	2 50	
Pickled Fish—		
Herrings (Scotia) barrel	14 50	
Herrings (Scotia) ½ barrel	7 50	
Salmon, Labrador (300-lb. tierces)....	38 00	
Salmon, Labrador (200 lbs.)	28 00	
Sea Trout, Red (200 lb. barrels)....	25 00	
Turbot (200 lb. barrels)	18 00	
Salmon, B.C. (200 lb. barrels)	26 00	
Codfish tongues and sounds (lb.)	0 15	
Eels, lb.	0 16	

Oysters—		
Cape Cod, per barrel	\$15 00	
Batouche, per barrel	15 00	
Scallops, gallon	4 00	
Can No. 1 (Solids)	2 50	
Can No. 3 (Solids)	7 25	
Can No. 5 (Solids)	12 00	
Can No. 1 (Selects)	3 00	
Can No. 3 (Selects)	8 40	

Sundries—		
Crushed Oysters Shell, 100-lbs....	\$1 60	
Paper Oyster Pails, ¼-lb. per 100....	2 25	
Paper Oyster Pails, ½ per 100....	1 75	
Paper Oyster Pails, 1/16 per 100	1 25	
Spiced Pigs' Feet, a dozen	0 75	
Spiced Lamb Tongues, a dozen	0 75	
Hard Shell Crabs, 1¼ to 1½ each	0 20	
Display package, for Oysters, each....	6 00	
Display package, for Fish, each	10 00	

Lard Eases Away; Supply Good

Toronto.

LARD.—Lower prices rule on lard, the selling efforts being a factor to bring about the shading of prices. Supplies are considered very good, though not superfluous. Quotations to-day rule at following levels:

Lard, tierces, 400 lbs., lb.	\$0 29	\$0 29½
In 60-lb. tubs, ¼-½c per lb. higher than tierces;		
½-¾c higher than tierces, and 1-lb. prints, 1½-		
1¾c higher than tierces.		

Unchanged Basis Rules on Shortening

Toronto.

SHORTENING.—There is nothing new in the situation this week. Prices show no change, supplies are ample for the demand and movement only fairly heavy.

Shortening, tierces, 400 lbs., lb.	\$0 25½	\$0 26
In 60-lb. tubs, ¼-½c per lb. higher than tierces;		
½-¾c higher than tierces, and 1-lb. prints, 1½-		
1¾c higher than tierces.		

Nothing New in Margarine

Toronto.

MARGARINE.—There is nothing new to report. Supplies are very good and demand quiet. Prices have held without change.

Margarine—		
1-lb. prints, No. 1	\$0 33	\$0 35
Do., No. 2	0 31	0 33
Do., No. 3	0 27	0 28
Solids, 1c per lb. less than prints.		

Butter Rules at Unchanged Levels

Toronto.

BUTTER.—An unchanged market is reported in butter this week. The de-

mand keeps up well and supplies are good. Holdings on December 1, 1918, show an increase over the same date last year of over 1,500,000 pounds. Prices are held steadily.

Butter—		
Creamery prints (storage)	0 53	0 54
Creamery solids (storage)	0 52	0 53
Creamery prints (fresh made)....	0 55	0 57
Creamery solids (fresh made)....	0 54	0 56
Dairy prints, fresh separator, lb.	0 50	0 51
Dairy prints, No. 1, lb.		0 48

Higher Levels on New-laid Eggs

Toronto.

EGGS.—Contrary to the usual custom, new-laid eggs are very scarce at this season of the year. There is never an over-abundant supply, but receipts generally are much better than they have been the last couple of weeks. New-laid, in cartons, are up as high as 80c per dozen in some quarters.

Eggs—		
New-laid, in cartons, doz.	0 75	0 80
Storage, extras	0 58	0 60
Storage, No. 1, doz.	0 54	0 55
Splits and No. 2, doz.	0 45	0 47

Firm Tone in Cheese Market

Toronto.

CHEESE.—There is a very firm feeling in the cheese market. The demand keeps up to a brisk point and supplies are not considered any too heavy. The prices are without change this week.

Cheese—		
New, large	0 28½	0 29
Stilton (new)		0 32
Twins, ¼c lb. higher than large cheese. Trip-		
lets ¼c lb. higher than large cheese.		

Poultry Moves Freely; Unchanged

Toronto.

POULTRY.—All lines of poultry are moving forward freely at unchanged prices. Buying figures remain unchanged since last week, but only extend until Monday, no further supplies being wanted till after the holiday, so prices are really only nominal.

Prices paid by commission men at Toronto:			
	Live	Dressed	
Ducks, lb.	\$-0 25	\$-0 25	\$0 30
Geese, lb.	0 20	0 25	0 26
Turkeys, old, lb.	0 26-0 30	0 28-0 36	
Do., young, lb.	0 34	0 41	
Roosters, lb.	0 19	0 20	
Fowl, 4 to 5 lbs., lb.	0 19	0 22-0 24	
Fowl, over 5 lbs., lb.	0 23	0 24-0 26	
Fowl, under 4 lbs., lb.	0 17-	0 20-0 22	
Chickens, under 5 lbs., lb.	0 20-	0 26-	
Chickens, over 5 lbs., lb.	0 23-	0 26-0 30	
Chickens, over 5 lbs., milk fed, lb.		0 32	

Prices quoted to retail trade:			
		Dressed	
Hens, light	\$0 28		
Do., heavy	0 33		
Chickens, spring	0 33		
Ducks		0 34	
Turkeys		0 45	
Geese		0 28	

Fish Markets Hold; Active Demand

Toronto.

FISH.—A very active demand continues to be manifest during Christmas week, with a very good range of supplies

to draw from. Oysters are moving freely and all lines rule at unchanged price levels.

FRESH SEA FISH		
Cod Steak, lb.	0 12	0 13
Do., market, lb.	0 09	0 10
SMOKED FISH		
Haddock, lb.	0 10	
Bloaters, 50 Count, box.	2 25	
Cod, smoked, lb.	0 12	
Ciscoes, lb.	0 17	
Haddies, chicken	0 12	
Do., fillets, lb.	0 18	
Do., Finnan, lb.	0 16	
Herring, Kipperd, box	1 75	2 75
Shrimps, can	1 75	
FRESH FROZEN SEA FISH		
Cod Steak, lb.	0 09½	0 10
Do., market, lb.	0 08½	0 09
Flat Fish, B.C., lb.	0 10	0 11
Flounders, lb.	0 08	0 10
Gaspereau, lb.	0 07½	0 08
Haddock, headless, lb.	0 08	0 08½
Do., heads on, lb.	0 09	0 09½
Do., small, lb.	0 08	0 08½
Halibut, medium, lb.	0 22	0 23
Do., chicken, lb.	0 21½	0 22
Do., large, lb.	0 21½	0 22
Herring, lb.	0 08	0 08½
Mackerel, lb.	0 14	0 16
Halibut, lb.	0 22	0 23
Salmon, Cohoe, lb.	0 20	0 21
Do., Qualla, lb.	0 14	0 15
Do., Red Spring, lb.	0 24	0 25
Do., Gaspé, lb.	0 24	0 25

Smelts, No. 2, lb.	0 12	
Do., No. 1, lb.	0 18	
Do., Extra, lb.	0 26	
Tomcods, lb.	0 05	0 06
FROZEN LAKE FISH		
Herrings, Lake Superior	0 06	0 07
Mullets, lb.	0 06	0 06½
Pickrel, lb.	0 15	0 15½
Pike, round, lb.	0 09	0 09½
Trout, lb.	0 16	0 18
Tulbees, lb.	0 09	0 09½
Whitefish, lb.	0 15	0 17
DRY AND PICKLED FISH		
Cod, Acadia Strip, box.	\$6 50	
Do., Acadia Tablets, 1 lb., 20 to case	3 90	4 00
Do., Acadia Tablets, 2 lb., 12 to crate	5 25	
Do., Halifax Shredded, box.	2 40	
Herring, Labrador, bbl.	14 00	14 25
Do., keg.	7 00	7 25
Do., No. 4 size	5 60	
Do., No. 2 size	2 90	
Do., Lake, keg	7 25	7 50
Imperial, 25 lbs., loose, case	3 50	
Mackerel, salt, 20-lb. kit	4 25	4 50
Quail on Toast, 24 1-lb. tablets, case	3 75	
Shrimps, headless, No. 1 size, tin	1 50	1 75
Do., No. 3 size, tin	4 20	
Skinless Fish, 50s & 100s, lb.	0 15	0 16
Sea Trout, keg	12 00	
OYSTERS, No. 3 size package		
Do., No. 5 size package	15 50	
Do., per gallon	3 30	
Shell Oysters, 800 count, bbl.	14 50	
Do., 1,000 count	13 00	

try, as he believed it was more democratic and more helpful to have a hundred vigorous, well-equipped colleges dotted throughout the country than to have half a dozen gigantic universities in metropolitan cities or exclusively in the East. What caused him to change his mind I do not know. Perhaps when he came to write his will he decided that the sooner the ordeal was got over with the better, and he accordingly took the easier method of simply willing everything to his family.

Far more money, far more thought and far more time are given to philanthropic purposes by our captains of industry than is known or suspected by the public. I know this from my own investigation.

The late J. P. Morgan was one of the largest-hearted men America has ever produced. The public learned only of a few of the larger Morgan benefactions which could not well be concealed. His unannounced gifts to one hospital alone reached millions over a series of years; indeed, he was the mainstay of the whole institution and never begrudged responding to calls from it.

I have already told how Mr. Morgan saved one of his clerks who embezzled firm money. Let me relate another incident characteristic of the man:

Among the daily pile of begging letters addressed to the banker there came one from an inmate of Sailors' Snug Harbor on Staten Island, an old man who said he had known Mr. Morgan as a boy, and he wondered if Mr. Morgan would advance him \$10 to add to what he had already saved up for the purchase of a certain type of wheel-chair which would enable him to get about the grounds in comfort. The busy banker gave orders to have the case investigated.

Morgan Always Ready to Help

On ascertaining that the old man had known him as a boy and that his other statements were true, Mr. Morgan personally wrote him a letter, recalled incidents of their boyhood days and enclosed enough money to keep the old man comfortable and happy for the rest of his life.

So ready, indeed, was Mr. Morgan to help all sorts and conditions that his secretarial force had to be most careful as to whom they allowed to approach him. Almost any person who could reach his ear with a tale of woe could "touch" him for money.

Frick as a Giver

Many years ago a man was walking along a street in Pittsburgh when an old-fashioned ambulance rambled past. "Is that the best Pittsburgh can afford?" he asked a companion. On learning that it was, he presented the city with a set of the finest ambulances money could buy.

That man was H. C. Frick. Mr. Frick is one of the half-dozen ablest, one of the half-dozen richest, and one of the most misjudged men in America. His attitude during the Homestead riots placed him in a false light, and though the facts subsequently revealed were creditable rather than discreditable to Frick, his reputation suffered permanently.

Mr. Frick's motive in building a very costly palace on Fifth Avenue and in spending millions on pictures and art objects for it is also not correctly understood by the public. The truth is that he planned these palatial buildings and is assiduously enriching them with priceless treasures solely with the idea of presenting them to the public. Also, he is to leave a sufficient sum to maintain them without entailing any cost to taxpayers.

WEALTHY MEN VERY GENEROUS, BUT SOME A LITTLE STINGY

Habit of Conserving Cash Occasionally Inclines to Close
Otherwise Freely Disposed Fists—Munificence
of Millionaires Often Concealed

THERE is a popular theory that the wealthy are stingy. Not always. When the characteristics of a number of the wealthiest men on the continent are looked into, charitable tendencies, even lavishly generous tendencies appear numerous. But the search has often to be very penetrating, for the power to give lavishly in money carries with it the power to conceal effectively the origin of the gift, and the list of munificent anonymous donations bestowed upon various needy objects of recent years would fill long columns.

Yet there are occasional instances of actual and self-recognized inability to give of the wealth that has been so strenuously toiled for. Long habit has warped the sinews of the coin-conserving hands until they have become unchangeably close-fisted.

None ever made a fortune who could not save the cents, however much the process may have gone against the grain of a naturally generous nature. In some cases the iron-willed repression of the desire to scatter money lavishly amongst those in need has come to dominate the character of the wealth-winner. In some cases there never was very much instinct to dissipate funds regardless of all return save in the evanescent coin of gratitude. These are the cases the public learns about and remembers, so that the sweeping generality as to the wealthy being root and branch niggardly also is still made, and cases are instanced to prove it. How few are

those actual cases of marked meanness on the part of the very wealthy is found in an interesting sketch of the mean or generous impulses and achievements of America's financial magnates written by B. C. Forbes in the *Wall Street Journal*. One instance of wealthy "nearness" very evidently developed in its subject through the influences of the financial career is found in Russell Sage.

Russell Sage frankly confessed in his will that he was not temperamentally fitted to distribute his fortune or any part of it for philanthropic purposes, but added that his wife was more qualified for this task. "Uncle" Russell had developed the acquisitive quality to such an intense degree that no space was left in his make-up for any distributive ability. He left \$66,356,718. Mrs. Sage immediately formed the Sage Foundation with an original endowment of \$10,000,000. It has not, however, accomplished all that had been hoped. Also, I understand that the Sage fortune has shrunk very materially owing to less skillful handling of investments than, for example, Mrs. Harriman has been able to command.

Railway Kings Less Generous.

Curiously, our two foremost emperors of industry, Rockefeller and Carnegie, have earned even greater distinction by the giving than by the accumulating of their money, whereas neither of the two greatest railroad kings the country has ever known, James J. Hill and E. H. Harriman, gave lavishly in his lifetime or left even a fractional part of his fortune to philanthropy. Hill left everything to his wife and his nine children; Harriman left every penny to his wife.

At one time Hill planned to leave a large sum to be divided among the more worthy small colleges of the coun-

Fostering Christmas Spirit by Display

Early Use of Windows Sets Customers Thinking—Using Both Windows and Interior to Impress Customer With Coming of the Gift Season—Catering to the Men's Trade—Selling 1,500 Xmas Stockings

WINDOW displays are the most fruitful source of business with Fraser, Viger & Co., Ltd., 211 St. James Street, Montreal. "We consider them the best means we have of getting direct results," said Chas. P. Macklaier, the manager, to CANADIAN GROCER.

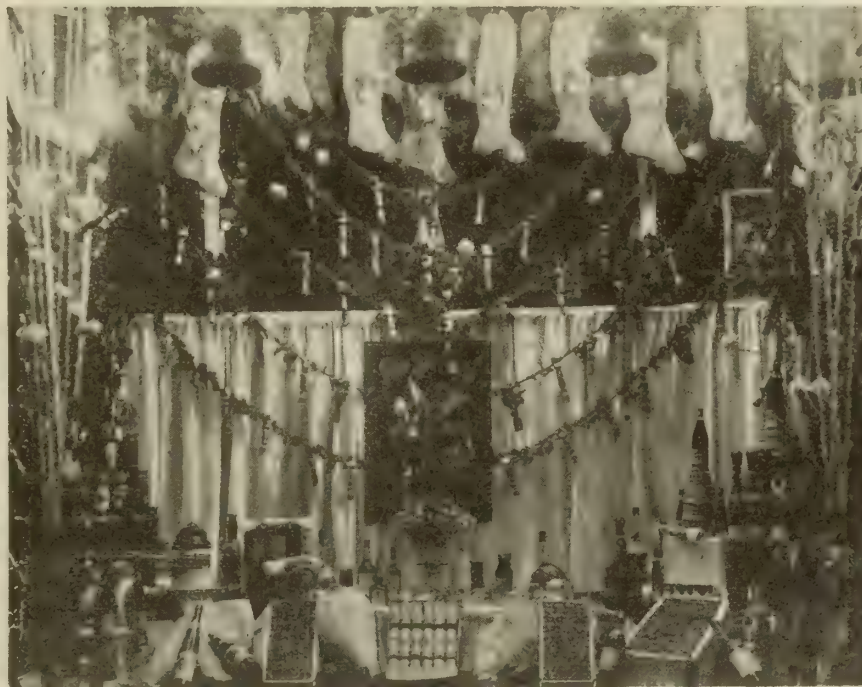
That this should be the case was no surprise to the representative of CANADIAN GROCER. He had himself been drawn from the opposite side of the street by a unique and striking display that was specially made two weeks before Christmas. And to show the importance which Mr. Macklaier attaches to the arrangement of goods, this window was dressed by himself, notwithstanding the fact that his work naturally requires close and constant application in the management of so large a business.

This Particular Display

That the display in question was effective will be readily admitted. That it was worth the trouble and small expense entailed no one will deny. That it should and did bring definite and direct results is the best proof of Mr. Macklaier's assertion that their windows are the best selling medium at their disposal, and this speaks volumes in support of the argument that windows should be at their best always.

The window is a large one. The single plate of glass is kept free from dirt and dust, and through this the display is as attractive as it would be were there no glass at all. The back is closed in with glass also and this permits of plenty of light reaching the interior.

Festoons of evergreen and silver rope were neatly arranged from the sides of the back and drooped slightly toward the centre. These were timely, and lent a holiday effect to the display that was excellent. An array of vari-colored Christmas stockings was used to splen-



The Christmas window display of the Fraser, Viger Co., Montreal, Proved a strong selling argument

did advantage and these served to attract parents as well as children.

The Foreground

The use of some small boxes and stands was made and plate glass shelving placed on these in some instances. Over the case clean, spotless paper was spread and on this the various goods. Having such a wide assortment, the best lines were brought forward and arranged to advantage so that they would attract. Of prime interest and strong appeal are the nuts and dried fruits, while preserved fruit of the best varieties in glass and pack were very prominent. Of the latter the Fraser-Viger store carries a splendid and extensive line. They are bought by the best trade and carry a good margin of profit.

Wholesome-looking are the choice hams displayed well toward the front, and these sell freely at the Christmas season. Mr. Macklaier stated that they had experienced almost as good demand or even better than that obtaining at the Easter seasons.

A Peep Within

It would be very unwise to make a neat and strong appeal through the window without taking advantage of this by improving the inside display. This is specially brought out in the Fraser-Viger interior displays, and its

value cannot be too strongly emphasized. It is with the prime idea of interesting a prospect that the window display was made. An impression was there created, the moment a passerby paused to view this display, that would be largely wasted if the interior arrangement did not carry the mind of the prospective customer along in the same groove, once he has directed his steps to your doorway. This fact is recognized in this store's sales policy, for the moment the store door is opened an array alike pleasing and possessing selling value, greets the

customer. Constant vigilance has served to keep the inside arrangement of the store all that could be desired and this is a force in the selling plan that cannot be ignored, by the grocer in particular.

Sold 1,500 Xmas Stockings

It has not been the easiest thing this year to procure Christmas stockings. Anticipating the probability of delays, Mr. Macklaier ordered his far in advance and some shipments came in many months ago. They had previously secured these from German makers, but the British manufacturer had taken up the art of making these and had turned out a very good variety of stockings.

A large trade is done in these. They are popular with many, and have a strong appeal to children. It is one of their delights, Mr. Macklaier observed, to get them out on the floor and dig down for some new surprise. The more toys a growing child can get strewn about the floor the better he likes it. Dolls and toys in rich profusion regardless of muss and mixture are the chief delight of most youngsters.

As many as 1,500 stockings have been disposed of at the Christmas season. Some of these are bought for the kiddies in the juvenile hospitals, but many parents are attracted and purchase for their own children. It has been necessary sometimes to go out and buy the surplus stock of other large stores at the

eleventh hour. Mr. Macklaier believed that they would have an insufficient supply even this year, although they had bought heavily. A splendid variety is carried, and these are displayed early.

Big Men's Trade

The location of the Fraser-Viger store places them ideally to reach the men shoppers of a wealthy financial district. The store is an attraction in itself because of the well-packed shelves. These are ever filled to capacity with an un-

usually high-grade of packed fruits, vegetables and groceries, package goods being a big feature. But the strongest appeal to the "man of the house" is probably through the big stock, affording a selection that is decidedly complete. A man does not want to "shop" as does a woman, to whom this is usually a delight, even though she may have the wherewithal to buy just what she needs. "Shopping" is one of her inherent proclivities.

It is an unusual thing to find men

buyers predominant in a grocery store. This is often the case, however, with the Fraser-Viger store. Located in the very heart of the financial and wholesale district of Montreal, the cream of men buyers may be reached and are excellent prospective buyers. Wholesome and palatable foods, displayed in the window, find response within a hungry man and he is unconsciously won over as a customer. It has been a big factor here in winning his interest and eventual trade.

Prepare Now for Inventory

Arrange Stocks to Permit Easy Listing—Value of Dating Stock—Time to Take Listing Pricing—Two-Column Depreciation of Accounts

THE inventory always is very important—nothing more so—but the coming year-end is going to be a time of stock taking more vital, perhaps, than ever before. For we are ending a time of abnormal business conditions and are about to enter on a period which may be supernormal or subnormal—and we cannot tell which it is to be. So it is of supreme importance that we should know to the last fraction what we have accomplished, what we have and what we owe, and that we trim sails for probable squalls ahead.

Therefore, during the next few weeks, the thing to do is curtail all buying to a minimum; keep after stock arrangement, to see that it is properly assorted and segregated for ready counting; and in general set our houses in order for the listing at inventory time.

This job in a grocery store is comparatively simple. The stock is complete runs into moderate detail, and can be listed in any well organized store within a few hours. I have always held that there is one Sunday in the year when all should work—the Sunday which comes between Christmas and New Year's day. On that day everything has stopped, so goods may be listed without the need of keeping track of moving stocks. If the work is started at 8 in the morning, the entire open stock can be taken by 2 or 3 in the afternoon. Then the reserve in the stock rooms and basements can be listed rapidly in the two hours following. If the work has been prepared for this is very simple.

General Store Inventory

In the case of general merchandise, where the detail is very much greater, the inventory can be handled somewhat differently. There certain departments have a dead lull after Christmas, so the goods may be counted and tagged beginning December 26. Sales can be marked on the tags for deduction, and the listing done on the Sunday with the groceries. Of course, the reason for taking that Sunday is not only that it enables the taking to be done when business is at a standstill, but it comes between two holidays, so to work then is no hardship for anybody.

There are all kinds of "forms" designed by different people for inventory taking; but what form is used is of the slightest importance. The one vital thing is to get the goods listed with absolute accuracy; get every count, gauge, lot-number, and other identification down fine, and have all your best judgment about you when estimating—as you must in a few cases—open bulk stock. Let your estimates be inside the mark always. Let your records show less than they should, rather than more. Then you may feel that your accounts really account.

One splendid plan for every merchant is to have date-marks for his stock. That is, every lot received should be marked with the month, or season, when it came in. In coats, suits and other garments—if you have no groceries—you may use A, B, C, D, to indicate the seasons. A will stand for August, '18 to Feb., '19—present season; B for Feb. to August, 1918—thus six months old; C for Aug.-Feb. or last year; D for Feb.-Aug. of 1917, or 18 months' old stock. Under D may be listed all three seasons old and over.

In groceries, or general merchandise, it is best to have a letter for each month running back 12 months; but in this case you will not try to list further back than four months. The marks will be just a constant guide and prod to you to get rid of old stock.

Listing the Periods

So whatever paper you use—ordinary, plain legal cap is the best—have four columns, and as the items are called off, write them and the designating letter or number. When you are extending the pricings, you will then carry the totals into the column headed by the correct letter or number. The use of this system is obvious. Not only does it enable you to price with some regard to seasonable value so that old stock is not put in at the same value as new, but so that you may have before you exact figures showing just how much old stock you have and how old it is. This will help any merchant to realize what a drag on his earnings is any dead stock.

When the lists are completed they may

be put into the safe and all the rest of the work may be done at odd moments until it is completed; but the time to get it done is before January 1, if possible; so that you may have it out of the way, may know where you stand, and may be prepared to shape up for 1919 before the first of the year is upon you.

Pricing is a mighty particular business. Nothing should be done more conservatively. This is recognized by big, successful houses so keenly that in every particular they work against their stocks. For example, it has long been the practice of the best of them to price this way: Goods on which the market has advanced since they were bought are priced at original cost, regardless of the advance; goods on which the market has declined take the new replacement value. There is no room to fool yourself in such a system.

To-day, the government tells us to price inventory at cost, regardless of present market. Therefore, I should do it both ways. I should put my figures into two sets of columns; those representing actual cost and those which contain what I now regard as a correct, conservative value. In addition to this, all merchandise should also be taken at your own selling prices. This last is very valuable since it will show you the average gross spread throughout your business, either as a whole or by departments; and nothing you can do will prove more interesting or instructive to you, believe me.

In these days of adding machines, many things are easy which formerly were so difficult as hardly to be practicable; and no merchant of any fair size should be without an adding machine. The small merchant can do all I say he should do without any machine; and it should be done because one of the first essentials for growth out of the small to the large merchant class is an accurate knowledge of your business.

Depreciation and Discount

Inventory everything else — fixtures, equipment, bills, unexpired insurance—being careful to estimate all you have and all that is owing to you with the greatest conservatism, and being sure to

make what you owe as liberal in total as possible.

Fixtures should first be listed at about what you might expect to get for them; or else the account you carry with fixtures should be depreciated 10 per cent. each year. Delivery equipment may be handled the same way, except that if it is depreciated, the percentage should be 20 instead of 10.

Book accounts may be handled with this idea in mind: "I cannot be too careful or conservative about this." So all bills should be estimated first individually, on the basis you feel they are actually worth—what you would feel safe in paying for them. Then, after they are listed and added up on that basis, 10 per cent. should be deducted from the total. Don't get the idea that this is too conservative. I know it is NOT from

over twenty years' consecutive experience with it.

Unexpired insurance and any other items you have paid in advance should be credited to expense before that is put into loss and gain; although this usually is a matter so small that it may well be overlooked, and used as a buffer for items which may escape attention among what you owe.

As to what you owe—be diligent in digging into that. Gather together every unpaid invoice. Search out and try to remember every bill, small or large, due or contingent. Get in all wages not paid—though those should be paid up to the minute always, except what may have accrued since the last Saturday.

Now, if you do not know how to handle these items through your books, write me and I'll try hard to help you.

Bright Prospects For California Citrus Crop

Will Probably Represent 90 Per Cent. of the Record Output of 1916-17—Lemons Will Set a New Standard

SOME gratifying figures are revealed in the preliminary estimate of the coming year's citrus crop taken by citrus fruit shippers early in November. While too early in the season to announce the exact figures as authoritative a comparison of the prospective crop of the different varieties with the shipment of 1916-17, California's largest year, is interesting.

Reduced to a percentage basis, the estimate indicates approximately a 67 per cent. crop of navel oranges for the citrus exchange shippers, as compared with the crop of 1916-17; 106 per cent. of the Valencia crop of that year which was a bumper one and about the same quantity of seedlings. All varieties show a substantial increase, with similar conditions prevailing in grape fruit.

Lemon Crop Will Reach Record

Of all varieties of oranges, including grape fruit, the prospective crop will be, according to this estimate, about 80 per cent. of the crop of 1916-17. On lemons the increase is marked, as is to be expected, with the new acreage constantly coming into bearing. Indications are that the lemon crop of this year will be 25 per cent. greater than the crop of 1916-17, which was a large crop.

90 Per Cent. of Record Year

So, altogether, the citrus crop promises to average nearly 90 per cent. of California's bumper crop year, which will be pretty evenly distributed throughout the year on account of the good Valencia crop and the relative shortage in navels. In this connection a few figures will enable our readers, perhaps, to a little more clearly understand the situation. In the year 1915-16, California shipped 37,100 car loads of oranges; in 1916 shipments totaled 46,591 cars; this season approximately 17,000 car loads have been harvested to date of advices. Because of the destructive heat wave in June, 1917, California, for the season just closed, had

only about 20 per cent. of a normal crop of navels, 40 per cent. of the normal crop of Valencias and 75 per cent. of a normal crop of lemons.

Who Pays for the Advertising?

WHO pays for the advertising?"

The consumer, of course. He pays for every expense of putting the goods into his hands—including selling cost. This and production cost are both so reduced by successful advertising that he pays LESS for the same goods, just because they are well advertised. You ride cheaper on an excursion train than if you hired a private car—even a cattle car. And you don't ask "Who pays the fare?"

—THE OPTIMIST

DEFINING BUSINESS TERMS

The recent early closing by-law passed in Winnipeg, has caused some uncertainty as to just what the interpretation of some of the terms used might be.

"Fruiterer," "confectioner," and "tobacconist" as defined by joint committee of wholesalers and retailers at meetings held in the office of the Manitoba Board of the Retail Merchants' Association of Canada, at Winnipeg, during December. These definitions were made so that the questions which were constantly being asked could be answered by the office, and so that the Association would be prepared in case the Police Department required assistance in examining the stocks of those affected by the by-law as amended.

"Fruiterer" a person or firm who sells

by retail all fresh fruits, all fresh vegetables, cluster raisins, fancy dates, fancy figs, nuts and oysters.

"Confectioner" a person or firm who sells by retail candies, sweet chocolates, candied corn, gum, ice cream, soft drinks, biscuits, pastry, and special provision is made for the sale by such confectioners of bread, butter and milk.

"Tobacconist" a person or firm who sells by retail tobaccos, cigars, cigarettes and tobacco sundries, including matches.

The chief objection to the amendment as offered by its opponents is that it will affect the business of the store that has carried mixed stocks to such an extent that they will be driven out of business. We contend that this view of the by-law's operations is not correct, but that it will have a good effect. It is true that a man will have to decide whether he is going to be an exclusive fruiterer and confectioner and remain open, or be a grocer and close at six o'clock. In either event, the chance for his success will be increased as he will develop into a better merchant and be able to give better service to the public.

BRAZIL COFFEE CROP DECLINING

Of the eight leading vegetable food-stuff products of Brazil, coffee is the only one that has shown decreased production in the 1913-1917 period, according to the Latin American Division of the Bureau of Foreign and Domestic Commerce in a recent review. The review states that "at the present high prices the Brazilian farmer is finding his new crops more profitable than coffee. But will this continue to be the case after the war when normal conditions once more prevail?"

The products with which coffee is compared are sugar, rice, beans, corn, potatoes, cacao and fruits. Sugar has shown the greatest increase in volume of output in the period stated, beans are next in rank, rice third and cacao fourth.

FORECAST OF GREEK OLIVE OIL PRODUCTION FOR 1918

Estimates of the olive oil production in Greece for the season just ending place the quantity at 31,702,800 gallons, or approximately 30 per cent. more than the output last year. The yield is made up from the following districts in the amounts given:

Ionian Islands, 1,675,500 gallons; Crete, 12,495,500 gallons; Mitylene and Sporades Islands, 7,833,000 gallons; Epirus, 1,305,500 gallons; Peloponnesus and Pelion, 6,714,800 gallons; mainland of Greece, 1,678,500 gallons.

Present prices range from \$2.51 to \$2.64 a gallon.

PECANS ARE SCARCE THIS YEAR

The production of pecan nuts in 1918 is only 27 per cent. of the full crop, according to the United States Government crop reports. This compares with the crop of 65 per cent. in 1917. There will be a decided shortage in pecans this year, according to word from the south.

CANADIAN GROCER

MEMBER OF THE ASSOCIATED BUSINESS PAPERS

ESTABLISHED 1886

The Only Weekly Grocer Paper Published in Canada

JOHN BAYNE MACLEAN - - - - President
H. T. HUNTER - - - - Vice-President
H. V. TYRRELL - - - - General Manager

THE MACLEAN PUBLISHING COMPANY, LIMITED

Publishers of Canadian Grocer, Hardware and Metal, The Financial Post, MacLean's Magazine, Farmers' Magazine, Dry Goods Review, Men's Wear Review, Printer and Publisher, Bookseller and Stationer, Canadian Machinery and Manufacturing News, The Power House, The Sanitary Engineer, Canadian Foundryman, Marine Engineering of Canada.

OFFICES

CANADA—Montreal, Southam Bldg., 128 Bleury Street; Telephone Main 1004. Toronto—143-153 University Ave.; Telephone Main 7324. Winnipeg—1207 Union Trust Bldg.; Telephone 3449.

UNITED STATES—New York—R. R. Huestis, Room 620, 111 Broadway, New York; Telephone 8971 Rector. Chicago—A. H. Byrne, Room 900, Lytton Bldg., 14 E. Jackson St., Telephone Harrison 1147. Boston—C. L. Morton, Room 733, Old South Bldg.; Telephone Main 1024.

GREAT BRITAIN—London—The MacLean Company of Great Britain, Limited, 88 Fleet Street, E.C. E. J. Dodd, Director, Telephone Central 12960. Cable Address, Atabek, London, England.

SUBSCRIPTION—Canada, \$3.00 a year; Great Britain, South Africa and West Indies, 12s. 6d. a year; United States, \$3.50 a year; other countries, \$4.00 a year. Single copies, 10c, invariably in advance.

PUBLISHED EVERY FRIDAY

Circulation of Canadian Grocer has been audited by the Audit Bureau of Circulation. Copy of report will be sent to anyone interested.

Vol. XXXII. TORONTO, DECEMBER 27, 1918 No 52

THAT CHRISTMAS WINDOW

THIS is the last occasion in which CANADIAN GROCER will have the opportunity to call attention to the Christmas window contest. The contest closes Jan. 3, so that there will yet be time for any merchant who has neglected to have his window photographed to do so and to get it entered in this contest. It is to be hoped that everyone who has dressed an attractive and forceful selling window will be sure to enter it in this contest.

A RECONSTRUCTION NUMBER

THERE are very many problems arising out of the change in world conditions that have resulted from the signing of the armistice, and the very evident probability of an early peace. There are situations arising that the world has not faced before; there are developments of trade that have exhibited entirely unforeseen phases. Nothing is quite as it was a few months ago, there is the stirring of a new life in almost every industry, and it is hoped and believed that it foretokens a forward movement.

There are so many interesting developments of this period that is now upon us, so many changes from old accepted standards and methods, so many unforeseen developments, that it has been decided

to devote a whole issue to considering some of the changes, and some of the possibilities of this new period, as they apply to the grocery trade. This issue should, we believe, be one of unusual interest to the grocer and general merchant. Not only will the editorial articles deal with the questions of price probabilities, of opening markets, of changing methods of manufacture and give a general forecast of the possibilities that the future holds, but the advertising pages as well will be of very unusual interest. Many manufacturers are using them to make announcements of market conditions, of changing systems and of their confident belief in the prosperity and stability of the era that has dawned upon us. It will be an issue well worth special attention.

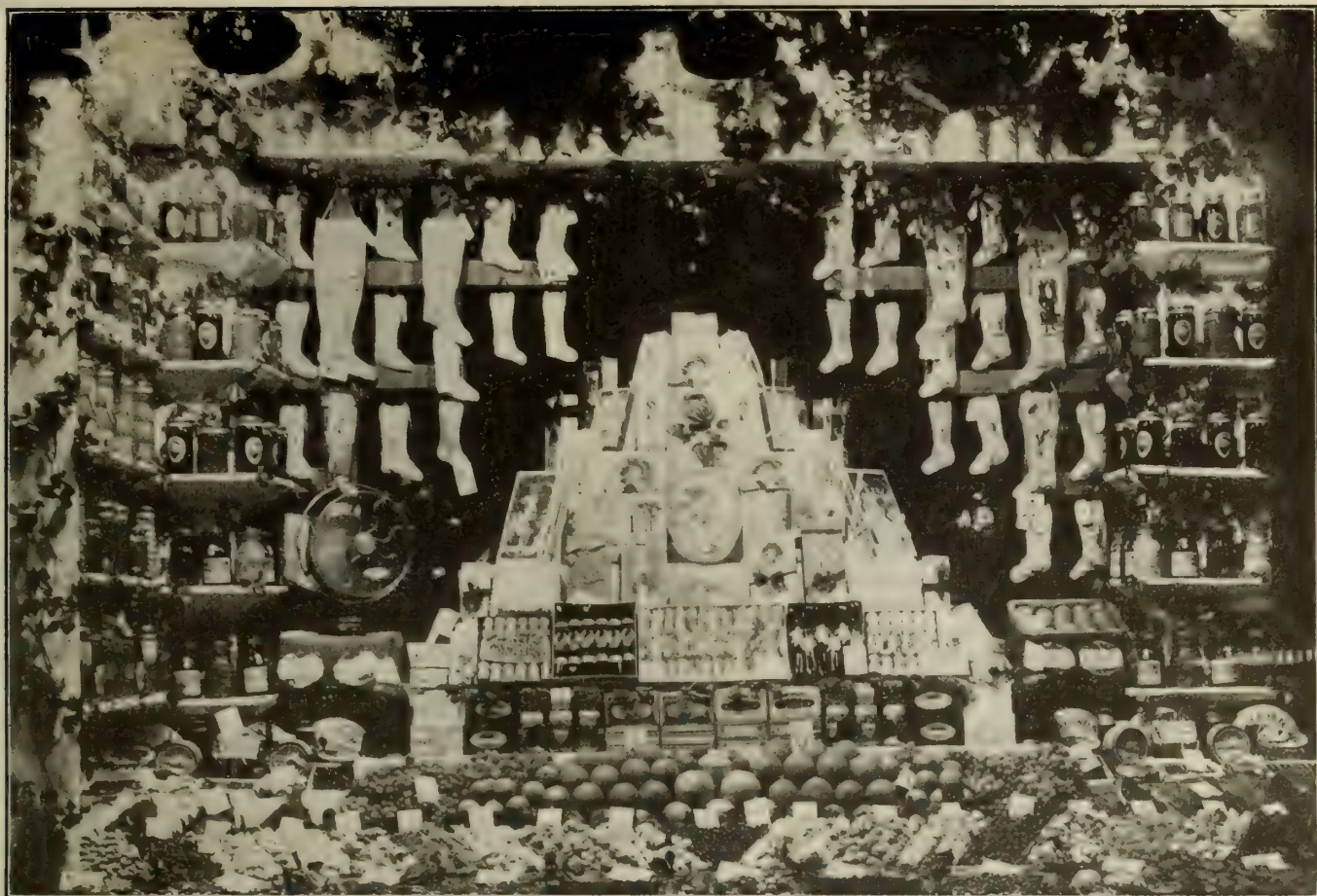
THE END MUST COME

DIVIDED or misplaced authority has worked many hardships on the grocery trade. And grocers will welcome the day when the necessity for Food Control Boards and War Trade Boards shall cease to exist. The case of dates is illustrative of what, unfortunately, seems to arise—and too often—when the Governments step in to make business follow theoretically well-charted channels.

The signing of the armistice resulted in the removal of the embargo on the export of dates, but licenses to export had to be secured from the Food Administration at Washington. The Canadian importers rushed to get these so that the holiday trade might be met—the Food Administration responded promptly and everything looked as though the Canadian housewife would have access to all the dates she would want to buy.

The applications for licenses were referred to the War Trade Board in the United States, a matter of form, it was thought, to secure a further O.K. The War Trade Board, however, evidently felt the Food Administration was overlapping on their department and refused to sanction shipment. The result was that it took the two Boards about ten days to get together and there will be no Christmas trade on dates—a season when the opportunity for selling is better than practically any other time of the year.

Similar conditions have had to be met with the Canada Food Board and War Trade Board—the former granting licenses and encouraging the trade so that goods would come, only to have the War Trade Board veto the whole thing. Now the war is won, the trade as a whole will welcome the removal of the licensing, embargoing and rationing which has attended the securing of foodstuffs. Hasn't the usefulness of the Food Control Board expired? May the trade not look forward to 1919 without the bogey of Governmental interference hanging darkly over them? The grocery trade may be expected to carry on fairly in peace as they have done in war.



The Christmas Window Contest

NOW is the time to be considering the matter of this Christmas window display. You will be decorating these windows anyway, why not put a little extra effort into it and enter them in this Christmas contest. That little extra effort will mean extra sales anyway, and so the effort is not wasted.

Your store windows are, bar none, the best selling agent that you have. You can sell the people who enter your store, but your windows sell the hundreds of people who merely pass by. That is, they sell them if the windows are a selling force.

That, then, is the idea of these contests, to bring out the best that there is in your window dressers. The contest is judged on a basis of selling power, attractiveness and novelty. It closes January 4, 1919. Get your photo in promptly. These photos should, where possible, be 8 x 10 in size.

PRIZES

Towns and Cities Over 10,000 Population

1st Prize	\$5.00
2nd Prize	3.00
3rd Prize	2.00

Centres Under 10,000 Population

1st Prize	\$5.00
2nd Prize	3.00
3rd Prize	2.00

Send photograph with description to

THE CONTEST EDITOR, CANADIAN GROCER
 143-153 UNIVERSITY AVENUE TORONTO

FREEMAN'S REFRIGERATOR STORE EQUIPMENT



**PLAN NOW
FOR THE
HOT WEATHER**

If you are considering putting in refrigerator equipment for next season we suggest you get your order in early. This gives time to build especially to suit your individual need and at the same time insuring delivery when you want it.

Send for our large illustrated catalogue and estimate on your requirements.

The W. A. Freeman Co., Limited
Hamilton, Canada

Branches at,
Toronto **Montreal** **Winnipeg**
 114 York St. 208 McDermitt Ave

HAMS

Hams are selling to-day at less than breakfast bacon.

Everybody appears to want back bacon and breakfast bacon but why not buy hams and reduce the cost of living?

We have hams fresh, pickled, smoked and cooked. We are also making up a boned ham suitable for slicing on the counter or in the slicing machine.

Try them

F. W. Fearman Co.,
LIMITED
Hamilton, Canada



**Here are
the four
"Releg"
packages**

The variety of different sized packages and the splendid dependability of "Releg" makes this egg substitute a good, live seller whenever introduced.

If you are not now selling it send for trial supply.

AGENTS: Loggie, Sons & Co., Toronto—Angvine & McLaughlin, St. John, N.B.—W. H. Escott Co., Ltd., Winnipeg, Canada.

RELEG CO. Regd.
Quebec, Canada



For years and years, the purity and quality of Windsor Salt have been the standby in the Grocery trade of Canada.

This is why practically every grocer sells

**Windsor
Table
Salt**
Made in Canada

THE CANADIAN SALT CO., LIMITED



INDIAN CHIEF BRAND CLAMS

Merit your strongest recommendation because they are sweet, wholesome and economical—just the right kind of sea food for you to handle—the kind that will please your trade and add to your profits through steady repeat selling.

Everything is done to guarantee the goodness of these delicious clams. They are put up the very day they leave the clam beds and sealed without either solder or acid. Thus they reach the customer's table with all their original delicacy and deliciousness.

You should display Indian Chief Brand regularly and connect with the sizeable profits that every sale produces. Why not order a trial supply to-day?

SHAW & ELLIS

POCOLOGAN, N.B.

Canadian Food Control Licence No. 1-718

Have a Larger Fish Trade



The demand for good wholesome fish is worth connecting with.

It is a steady demand and a stock of

BRUNSWICK BRAND SEA FOODS

will put you well on the road to a worth while share of this demand. Each and every Brunswick Brand line is prepared and packed conscientiously, the process guaranteeing the consumer a delicious, wholesome sea food with a delightful flavor.

Stock now from the following:

- ¼ Oil Sardines
- ¼ Mustard Sardines
- Finnan Haddies
(Round Tins)
- Kipperd Herring
- Herring in Tomato Sauce
- Clams




Connors Brothers

LIMITED

BLACK'S HARBOR, N.B.

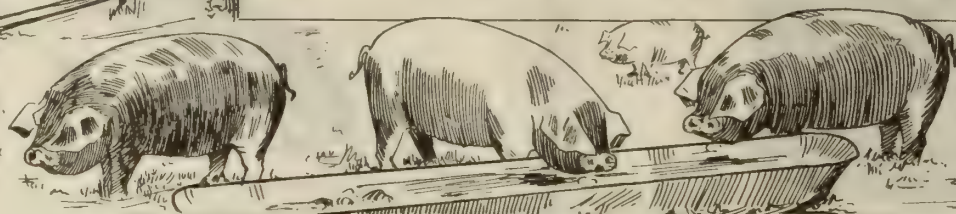
Canada Food Board License No. 1-603



Jersey Farm Sausage

Dealers who aim to always push the sales of quality goods should feature this high quality sausage. It will please particular customers.

Maciver Bros. Co., Keating St., Toronto



JAMS MARMALADES PEELS

John Gray & Co., Ltd., Glasgow

Established over a Century

Cable: Lamberton, Glasgow.

Codes: A.B.C. 4th and 5th Editions.

CONFECTIONERY MARZIPAN CHOCOLATE



Agents

Wm. H. Dunn, Limited, Montreal
Maritime Provinces and Western Canada

Lind Brokerage Co., Ltd., Toronto

When Writing to Advertisers Kindly
Mention this Paper.

THE SWEETEST BREAD

Will Win The Family's Favor

Ask Your Customers
When Making Bread
to Use — 20% of

RICE FLOUR

MOUNT ROYAL MILLING AND MANUFACTURING CO., LIMITED

MONTREAL, QUEBEC

VICTORIA, B.C.

W. C. MACDONALD, REG'D.

Established over 60 years

Tobacco Manufacturers

MONTREAL

PLUG SMOKING

"BRITISHCONSOLS"

"INGOTS" (Rough and Ready)

"BRIER"

"INDEX"

PLUG CHEWING

"PRINCE OF WALES"

"NAPOLEON"

"CROWN"

"BLACK ROD" (Twist)

Distributed by Leading Wholesalers

N. B. Egg Carriers

for retail delivery.

GROCERS who do not handle the **NEVER BREAK** are **MISSING** an **OPPORTUNITY** for making a **PROFIT** on Eggs.

Prompt shipments now, quality guaranteed.

Many wholesale houses carry the N.B. in stock.

Walter Woods & Co.

Hamilton and Winnipeg

OYSTERS AND FISH

Get in touch with me for

XXX Oysters
Smelts
Frozen Herring
Frozen Mackerel

Fish is the food of the moment.

EMILE PATUREL

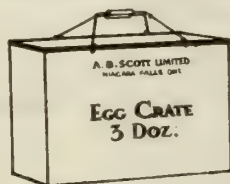
SHEDIAC, N.B.

License No. 1-748.

Suit Case Egg Crates

A collapsible egg crate to hold two or three dozen **fresh eggs**. When collapsed will not take up any more room in a suit case than a traveller's order book.

A sure seller if you will buy it and show it.



A. B. SCOTT, LIMITED
NIAGARA FALLS, CANADA

QUOTATIONS FOR PROPRIETARY ARTICLES

SPACE IN THIS DEPARTMENT IS \$83.20
PER INCH PER YEAR

JAMS
DOMINION CANNERS, LTD.
"Aylmer" Pure Jams and Jellies.
Guaranteed Fresh Fruit and
Pure Sugar Only.

Screw Vac top Glass Jars, 16 oz. glass, 2 doz. case.	Per doz.
Blackberry	\$3 25
Currant, Black	3 90
Pear	3 15
Peach	3 15
Plum	2 90
Raspberry, Red	3 90
Apricot	3 25

DOMINION CANNERS, LTD.
CATSUPS—In Glass Bottles

	Per doz.
1/2 Pts., Aylmer Quality	\$1 90
Pts., Aylmer Quality	2 35
	Per jug.
Gallon Jugs, Aylmer Quality 1 62 1/2	
	Per doz.
Pints, Delhi Epicure	2 70
1/2 Pints, Red Seal	1 50
Pints, Red Seal	2 00
Qts., Red Seal	2 80

BAKED BEANS WITH PORK
Brands—Canada First, Simcoe, Quaker.

	Per doz.
Individual Baked Beans, Plain	
85s, or with Sauce, 4 doz.	

to case	\$0 95
1's Baked Beans, Flat, Plain,	
4 doz. to case	1 15
1's Baked Beans, Flat, Tom.	
Sauce, 4 doz. to case	1 25
1's Baked Beans, Tall, Tomato or Chili Sauce, 4 doz. to case	1 35
1 1/2's (20-oz.) Plain, per doz.	1 65
Tomato or Chili Sauce	1 90
2's Baked Beans, Plain, 2 doz. to case	1 95
2's Baked Beans, Tom. Sauce, tall, 2 doz. to case	2 30
2's Baked Beans, Chili Sauce, tall, 2 doz. to case	2 30
1/2's Tall, Plain, per doz.	2 75
Tomato or Chili Sauce	3 20
Family, Plain, \$2.35 doz.; Family, Tomato Sauce, \$2.80 doz.; Family, Chili Sauce, \$2.80 doz. The above 2 doz. to case, 10's, 1/2 doz. per case; Chili and Tomato Sauce, for hotel and restaurant use (gals.), \$12; plain, \$10.	
"AYLMER" PURE ORANGE MARMALADE	
	Per doz.
Tumblers, Vacuum Top, 2 doz. in case	2 00
12-oz. Glass, Screw Top, 2 doz. in case	2 40
16-oz. Glass, Screw Top, 2 doz. in case	2 95
16-oz. Glass, Tall, Vacuum, 2 doz. in case	2 95

Get a Supply in now!

You will be pleased with the result.

Mathieu's Syrup of Tar and Cod Liver Oil has a reputation for getting satisfactory results. Keep it displayed prominently, tell your customers about its efficiency in removing stubborn coughs and colds—La Grippe—and kindred complaints.

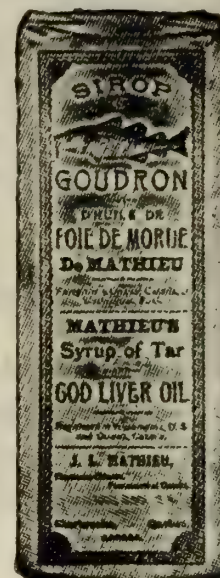
The cold weather is here and your customers look for a dependable cough and cold cure.

It's up to you to satisfy their needs.

J. L. Mathieu Co.

PROPRIETORS

SHERBROOKE - QUEBEC



Mathieu's Syrup of Tar and Cod Liver Oil—a splendid body builder.



The Foolish Kid

Talking with an up-to-date grocer the other day, he remarked:

"I carry the advertised goods in stock because my customers want them and I want to please my customers.

"If I didn't do it, I would be in the position of the foolish kid who lets a pup take his dinner away from him."

Doesn't seem reasonable, does it, that any kid could be quite so foolish as that?

Can you use for Jell-O some beautiful 10-color window display material? If you can we shall be delighted to send it to you.

The Genesee Pure Food Company of Canada, Limited,
Bridgeburg, Ont.

Made in Canada

Apples

Let us look after your requirements. We handle the Famous

GEORGIAN BAY

BRAND APPLES

Fine, sound fruit that will be appreciated by every customer.

We invite correspondence.

LEMON BROS.
OWEN SOUND, ONTARIO

Dairy Butter Wraps

Made from 30-lb. No. 1 Genuine Vegetable Parchment Paper, printed in two colors ink with design conforming to regulations covering Dairy Butter, size 8 x 11, packed 500 sheets to a carton.

ALWAYS IN STOCK

Special Printed Wraps to Order

Business Systems Limited

Largest Manufacturers of Butter Wraps in Canada

52-56 Spadina Ave. TORONTO

EL ROI-TAN PERFECT CIGAR

After the War—What?

The time to put on fire insurance is before the fire. The time to prepare for after-the-war conditions is before peace comes.

Advertise now and be prepared to keep your goods in demand through the medium of
CANADIAN GROCER

WAR CONDITIONS

necessitate the prohibition
of export of all foodstuffs
from the United Kingdom.

SPRATT'S

DOG CAKES

POULTRY FOODS, CANARY AND PARROT MIXTURES

pending the removal of
the embargo, can be
obtained from

SPRATT'S PATENT (America) LTD.
Newark, New Jersey.

London (Eng.), Spratt's Patent Limited
24-25 Fenchurch Street, E.C. 3.

FINEST CRYSTAL GELATINES

Powdered and Sheet

FINE LEAF GELATINE

BRITISH MANUFACTURE

GELATINE

OURY, MILLAR & CO

9 Mincing Lane, London, E.C., Eng.

SOLE AGENTS FOR CANADA

F. S. Jarvis & Co.

18 TORONTO ST., - TORONTO

EVAPORATED MILK

St. Charles Brand, Hotel, each	6 65
24 cans	
Jersey Brand, Hotel, each	6 65
24 cans	
Peerless Brand, Hotel, each	6 65
24 cans	
St. Charles Brand, Tall, each	6 75
48 cans	
Jersey Brand, Tall, each	6 75
48 cans	
Peerless Brand, Tall, each	6 75
48 cans	
St. Charles Brand, Family, each	5 75
48 cans	
Jersey Brand, Family, each	5 75
48 cans	
Peerless Brand, Family, each	5 75
48 cans	
St. Charles Brand, small, each	2 90
48 cans	
Jersey Brand, small, each	2 90
48 cans	
Peerless Brand, small, each	2 90
48 cans	

CONDENSED COFFEE

Reindeer Brand, large, each	6 25
24 cans	
Reindeer Brand, small, each	6 50
48 cans	
Regal Brand, each 24 cans	5 90
Cocoa, Reindeer Brand, large, each 24 cans	6 25
Reindeer Brand, small, 48 cans	6 50

W. CLARK, LIMITED, MONTREAL.

Compressed Corn Beef— $\frac{1}{2}$ s.	\$2.90;
1s.	\$4.45; 2s.
\$9.25; 6s.	\$34.75;
14s.	\$80.
Lunch Ham—1s.	\$6.45; 2s.
\$13.50.	
Ready Lunch Beef—1s.	\$4.45; 2s.
\$9.	
English Brawn— $\frac{1}{2}$ s.	\$2.90; 1s.
\$4.95; 2s.	\$9.90.
Boneless Pig's Feet— $\frac{1}{2}$ s.	\$2.90; 1s.
\$4.95; 1s.	\$9.90.
Ready Lunch Veal Loaf— $\frac{1}{2}$ s.	\$2.40;
1s.	\$4.45.
Ready Lunch, Beef-Ham Loaf— $\frac{1}{2}$ s.	\$2.40; 1s.
\$4.45.	
Ready Lunch Beef Loaf— $\frac{1}{2}$ s.	\$2.40;
1s.	\$4.45.
Ready Lunch Asst. Loaves— $\frac{1}{2}$ s.	\$2.45; 1s.
\$4.50.	
Geneva Sausage—1s.	\$4.95; 2s.
\$9.45.	
Roast Beef— $\frac{1}{2}$ s.	\$2.90; 1s.
\$4.45;	
2s.	\$9.25; 6s.
\$34.75.	
Boiled Beef—1s.	\$4.45; 2s.
\$9.25; 6s.	\$34.75.
Jellied Veal— $\frac{1}{2}$ s.	\$2.90; 1s.
\$4.45;	
2s.	\$9.
Cooked Tripe—1s.	\$2.45; 2s.
\$4.45.	
Stewed Ox Tail—1s.	\$2.45; 2s.
\$4.45.	
Stewed Kidney—1s.	\$4.45; 2s.
\$8.95.	
Mince Collops— $\frac{1}{2}$ s.	\$1.95; 1s.
\$3.75;	
2s.	\$6.95.
Sausage Meat—1s.	\$4.
2s.	\$7.75.
Corn Beef Hash — $\frac{1}{2}$ s.	\$1.95; 1s.
\$3.70; 2s.	\$5.45.
Beef Steak and Onions— $\frac{1}{2}$ s.	\$2.90;
1s.	\$4.45; 2s.
\$8.45.	
Jellied Hocks—2s.	\$9.95; 6s.
\$29.80;	
Irish Stew—1s.	\$3.45; 2s.
\$6.75.	
Cambridge Sausage—1s.	\$4.45; 2s.
\$8.45.	
Boneless Chicken — $\frac{1}{2}$ s.	\$5.90; 1s.
\$8.95.	
Boneless Turkey — $\frac{1}{2}$ s.	\$5.90; 1s.
\$8.95.	
Ox Tongue— $\frac{1}{2}$ s.	\$3.85; 1s.
\$7.95;	
1 $\frac{1}{2}$ s.	\$12.45; 2s.
\$15.95; 2 $\frac{1}{2}$ s.	\$17.50; 3 $\frac{1}{2}$ s.
\$27; 6s.	\$45.
Lunch Tongue— $\frac{1}{2}$ s.	\$3.45; 1s.
\$6.75;	
2s.	\$15.50.
Tongue Lunch—1s.	\$6.75.
Beef Suet—1s.	\$4.90; 2s.
\$8.50.	
Mince Meat (Tins)—1s.	\$2.95; 2s.
\$4.45; 5s.	\$12.95.
Mince Meat (Bulk)—5s.	23c; 10s.
22c; 25s.	21c; 50s.
20c; 85s.	20c.
Chateau Brand Pork and Beans, with Tomato Sauce—Ind.	\$1.10;
1s.	\$1.75; 2s.
\$2.55; 3s.	\$3.85.
With Plain Sauce—Ind.	\$1; 1s.
\$1.65; 2s.	\$2.40; 3s.
\$3.40.	
Chateau Brand Concentrated Soups—Celery, 1s.	\$1.25; Consommé, 1s.
\$1.25; Green Peas, 1s.	\$1.25;
Julienne, 1s.	\$1.25; Mulligatawny, 1s.
\$1.25; Mutton Broth, 1s.	\$1.25;
Ox Tail, 1s.	\$1.25; Pea, 1s.
\$1.25;	
Scotch Broth, 1s.	\$1.25; Vegetable, 1s.
\$1.25; Chicken, 1s.	\$1.65;
Mock Turtle, 1s.	\$1.65; Tomato, 1s.
\$1.65; Vermicelli Tomato, 1s.	\$1.35;
Assorted, 1s.	\$1.35;
Soups and Bouilli, 1s.	\$12.50.

Clark's Pork and Beans, Tomato Sauce, Blue Label—Ind.	95c; 1s.
\$1.25; 1 $\frac{1}{2}$ s.	\$1.90; 2s.
\$2.30; 3s.	\$2.95; 4s.
\$3.35; 5s.	\$12; 12s.
\$20.	
Plain Sauce, Pink Label—Ind.	85c; 1s.
\$1.15; 1 $\frac{1}{2}$ s.	\$1.65; 2s.
\$1.95; 3s.	(flat), \$2.50; 3s.
(talls), \$2.95; 6s.	\$10; 12s.
\$18.	
Chill Sauce (red and gold label)—Ind.	95c; 1s.
\$1.25; 1 $\frac{1}{2}$ s.	\$1.90; 2s.
\$2.30; 3s.	(flat), \$2.95.
Vegetarian Baked Beans and Tomato Sauce—2s.	\$2.25.
Sliced Smoked Beef— $\frac{1}{2}$ s.	\$4.85; 4s.
\$24.	
Canadian Boiled Dinner—1s.	\$2.45; 2s.
\$5.95.	
Army Rations—Beef and Vegetables, 1s.	\$3.45; 2s.
\$5.95.	
Spaghetti with Tomato Sauce with Cheese— $\frac{1}{2}$ s.	\$1.85; 1s.
\$2.60; 2s.	\$4.30.
Tongue, Ham and Veal Pates— $\frac{1}{2}$ s.	\$2.25.
Ham and Veal Pates— $\frac{1}{2}$ s.	\$2.35.
Smoked Vienna Style Sausage— $\frac{1}{2}$ s.	\$2.45.
Pate De Foie— $\frac{1}{2}$ s.	75c; $\frac{1}{2}$ s.
\$1.40.	
Plum Pudding— $\frac{1}{2}$ s.	\$2.45.
Potted Beef Ham— $\frac{1}{2}$ s.	75c; $\frac{1}{2}$ s.
\$1.40.	
Beef— $\frac{1}{2}$ s.	75c; $\frac{1}{2}$ s.
\$1.40.	
Potted Tongue— $\frac{1}{2}$ s.	75c; $\frac{1}{2}$ s.
\$1.40.	
Potted Game (Venison)— $\frac{1}{2}$ s.	75c; $\frac{1}{2}$ s.
\$1.40.	
Potted Veal— $\frac{1}{2}$ s.	75c; $\frac{1}{2}$ s.
\$1.40.	
Potted Meats (Assorted)— $\frac{1}{2}$ s.	80c; $\frac{1}{2}$ s.
\$1.45.	
Deville Beef Ham— $\frac{1}{2}$ s.	75c; $\frac{1}{2}$ s.
\$1.40.	
Beef— $\frac{1}{2}$ s.	75c; $\frac{1}{2}$ s.
\$1.40.	
Deville Tongue— $\frac{1}{2}$ s.	75c; $\frac{1}{2}$ s.
\$1.40.	
Deville Veal— $\frac{1}{2}$ s.	75c; $\frac{1}{2}$ s.
\$1.40.	
Deville Meats (Assorted)— $\frac{1}{2}$ s.	80c; $\frac{1}{2}$ s.
\$1.45.	

In Glass Goods

Fluid Beef Cordial—20 oz. bottle.	\$10; 10 oz., \$5.
Ox Tongue — $\frac{1}{2}$ s.	\$14.40; 2s.
\$17.50.	
Lunch Tongue—1s.	\$9.95.
Sliced Smoked Beef — $\frac{1}{2}$ s.	\$1.75;
$\frac{1}{2}$ s.	\$2.85; 1s.
\$4.15.	
Mince meat—1s.	\$3.45.
Potted Chicken— $\frac{1}{2}$ s.	\$2.34.
Ham— $\frac{1}{2}$ s.	\$2.35.
Tongue— $\frac{1}{2}$ s.	\$2.35.
Venison— $\frac{1}{2}$ s.	\$2.35.
Chicken Breast— $\frac{1}{2}$ s.	\$9.95.
Tomato Ketchup—8s.	\$2.25; 12s.
\$2.80; 16s.	\$3.50.
Peanut Butter — $\frac{1}{2}$ s.	\$1.45; $\frac{1}{2}$ s.
\$1.95; 1s.	\$2.45; in pails, 5s.
\$3c.	12s. 81c; 24s. 30c; 60s. 30c.

COLMAN'S OR KEEN'S MUSTARD.

	Per doz. tins
D. S. F., $\frac{1}{4}$ -lb.	\$2 00
D. S. F., $\frac{1}{2}$ -lb.	5 30
D. S. F., 1-lb.	10 40
F. D., $\frac{1}{4}$ -lb.	
	Per jar
Durham, 1-lb. jar, each...	\$0 60
Durham, 4-lb. jar, each...	2 25

Canadian Milk Products, Ltd., Toronto and Montreal. KLIM

Hotel	\$13 50
Household size	8 25
Small size	5 75
F.o.b. Ontario jobbing points, east of and including Fort William. Freight allowance not to exceed 50c per 100 lbs., to other points, on 6-case lots or more.	

THE CANADA STARCH CO., LTD

Manufacturers of the Edwardsburg Brands Starches	
Laundry Starches—	Cents
Boxes	
40 lbs. Canada Laundry....	.69%
40 lbs., 1 lb. pkg., White Glass .....	.10%
48 lbs., No. 1 White or Blue Starch, 3-lb. cartons.....	.10%
100-lb. kegs, No. 1 white..	.10%
200-lb. bbls., No. 1 white..	.10%
30 lbs., Edwardsburg Silver Gloss, 1-lb. chromo pkgs.	.11%
48 lbs., Silver Gloss, in 6-lb. tin canisters .....	.13%
36 lbs. Silver Gloss, in 6-lb. draw lid boxes .....	.13%
100 lbs., kegs, Silver Gloss, large crystals .....	.11%

To Grocers:—

The remarkably increased demand for Grape-Nuts during recent months is an added incentive to every grocer to push this old established food for good, steady profit.

The prominent showing of packages upon shelf and counter, as well as in window display, always supported by our fair selling methods and abundant advertising, is your co-operation in keeping Grape-Nuts before regular users, and in building up new trade.

There's a Reason for Grape-Nuts

CANADIAN POSTUM CEREAL CO., LTD.

WINDSOR, ONT.

Canada Food Board License No. 2-026.

*On a
busy Saturday
night, which would
you rather hand out—
an explanation or
Gold Dust?*



MADE IN CANADA

THE N.K. FAIRBANK COMPANY
LIMITED MONTREAL

Let the GOLD DUST
TWINs do your work.



Fifty Subscriptions from One Firm

THE International Business Machines Company, of which Mr. Frank E. Mutton is vice-president and general manager, subscribed to 10 copies of THE FINANCIAL POST some months ago—these copies to go to their travelling salesmen. Now this company has increased the number of these subscriptions to 50 because the results of the experimental subscriptions have proved so satisfactory.

Mr. Mutton explained that the object of putting THE POST in the hands of the men of his company was to keep them intelligently acquainted with general business conditions in Canada. He said he knew no better paper than THE POST for the purpose. It would seem that his men have responded fully to effort made to keep them well informed about Canadian business affairs—so much so that the management have added 40 other men to the original 10 to receive THE POST.



FRANK E. MUTTON

When Mr. Mutton was with the National Cash Register Company as its Canadian manager, he was the king of all managers in the matter of sales records. In this position he achieved a big reputation built on solid achievements. He learned salesmanship in a school where competition was of the hottest kind, and where the competitors were brilliant men. Giving Mr. Mutton full credit for superior personal qualities and energy of the most ardent kind, it is taking nothing away from him when it is said that not a little of his success was due to his intimate and sympathetic knowledge of the other man's busi-

ness. And he taught the men associated with him as salesmen to know the point of view and requirements of the men they called on to sell machines to.

As vice-president and general manager of the International Business Machines Company, Mr. Mutton is putting into operation an idea used by him in past days with brilliant results—he is causing his salesmen to know the business and requirements of their prospective customers. To establish points of contact swiftly and surely is one of the open secrets of successful selling.

In the case of **your** solicitations of customers and desired customers, it is excellent strategy to have your salesmen so well informed about business conditions generally, and about the interests of the men they canvass, that they will be able almost instantly to relate their proposals to the interests of the buyer. When a salesman shows himself intimate with the interests or business or objectives of the man whose order he wants, he is immensely strengthened as a salesman, and his percentage of successful canvasses goes steadily up.

Our definite suggestion to you is: Subscribe to THE POST yourself, and learn from its pages how your salesmen or executives can draw power from this newspaper. Then, having acquired the sought-for knowledge, subscribe to THE POST for each man in your service who can profit you by knowing what is in THE POST each week. If Frank Mutton and other prominent executives are making a success of THE POST as a salesman's aid, it is reasonable to suppose that other managers of salesmen and executives can likewise employ THE POST as a producing agent. And so we ask you to sign and forward the coupon below.

The MacLean Publishing Company, Limited,
Dept. C.G., 143-153 University Ave., Toronto.

Send me THE FINANCIAL POST OF CANADA (weekly). Subscription price of \$3 will be remitted on receipt of invoice in the usual way. Have this copy sent to

.....

.....

WISHING A HAPPY NEW YEAR

To All Our Customers

We can help you make it happy by supplying you with the best of everything in fruits and vegetables-

FISH! FISH!

We are stocking full lines of all ATLANTIC AND PACIFIC Fresh Frozen and Cured Fish at reasonable prices.

DUNCANS LIMITED

NORTH BAY, ONT.

Branches at SUDBURY, COBALT, TIMMINS

Canada Food Board License No. 151

New Year's SORTING

Fresh Stocks of

Navel Oranges

Grape Fruit

Bananas

Apples

Nuts

Grapes, Etc.

RUSH ORDERS PROMPTLY ATTENDED

WHITE & CO.

Toronto

Canada Food Board License No. 277.



Custard that compels custom

It is the fresh, delicate, creamy "home-made" flavour of Freeman's Devonshire Custard that has made it so popular in the British Isles.

Oversea Troops from the Dominion who have returned home are bringing with them many links with the Old Country, one of which is a desire to taste again its delicate and unrivalled purity.

It will pay you well to display

FREEMAN'S DEVONSHIRE CUSTARD

in your store—it is such a ready seller and a very profitable line to stock, also it will enable you to push your canned and bottled fruits to great advantage.

Freeman's Devonshire Custard owes its unrivalled purity and flavour to the ideal conditions of cleanliness under which it is manufactured.

Write for trade terms and particulars to the
WATFORD MFG., Co., Ltd.
Delectaland, Watford,
England.

Freeman's
FOOD PRODUCTS
Watford

WETHEY'S

Mince Meats

(both Condensed and Bulk)

always lead

When buying
insist

on this brand

Canada Food Board License No. 14-128

SAUERKRAUT

Our Famous "SILVER THREAD" Brand
Best in Canada. Packed in 10 and 25-
gal. barrels.

Write for prices, stating quantity.

Special quotations on car lots.

Also Cucumbers in brine, assorted sizes.

ONTARIO SEED CO.

SUCCESSORS

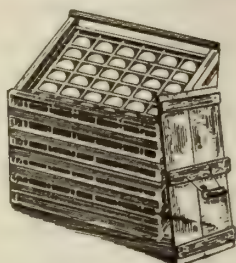
Can. Dept.

Licence 14-143

Waterloo, Ont.

EGG CASE FILLERS and EXTRA FLATS

For
30 Doz.
Egg
Cases



And
12 Doz.
Egg
Crates

The 12 Dozen Crate

THE MILLER BROS. CO., LTD., 20-38 Dowd St.
Montreal, Que.



Oakey's "WELLINGTON" KNIFE POLISH

The original and only reliable preparation
for Cleaning and Polishing Cutlery,
etc.

John Oakey & Sons, Ltd.

Manufacturers of Emery Cloth,
Black Lead, Glass Paper, &c.

LONDON, S.E., ENGLAND

AGENTS:

Geo. B. Jenkinson, 43 Queen St. East,
Toronto, and J. E. Huxley & Co., 220
McDermid St., Winnipeg.

ESTABLISHED 1849

BRADSTREET'S

Offices Throughout the Civilized World

OFFICES IN CANADA:

Calgary, Alta.
Edmonton, Alta.
Halifax, N.S.
London, Ont.

Ottawa, Ont.
St. John, N.B.
Vancouver, B.C.
Victoria, B.C.
Hamilton, Ont.

Montreal, Que.
Quebec, Que.
Toronto, Ont.
Winnipeg, Man.

Reputation gained by long years of vigorous,
conscientious and successful work.

THOMAS C. IRVING,
TORONTO, CANADA.

General Manager
Western Canada

INDEX TO ADVERTISERS

A		M	
Acadia Sugar Refining Co.	4	Macdonald-Chapman	Front and back cover
Aboosamra Kouri	4	Macdonald, W. C., Regd.	57
B		Macdonald & Co., W. L.	45
Bain, Donald H., Co.	9	Macivor Bros. Co.	44
Bedlington, R. G.	12	MacIure, A. M., & Co.	9
Bendon, S. G., Utility Co.	11	MacLeod & Co., D. J.	9
Borden Milk Co.	1	MacIure & Langley	10
Bowes & Co.	2	Magor, Son & Co., Ltd.	18
Bowman Fish Co.	55	Malcolm Condensing Co.	18
Bradstreets	54	Mann, C. A., & Co.	55
Business Systems	47	Marsh Grape Juice Co.	15
C		Marshall, H. D.	10
Canada Nut Co.	12	Mathieu Co., J. L.	46
Canadian Postum Cereal Co., Ltd.	49	Matthews-Blackwell, Ltd.	49
Canadian Salt Co., Ltd.	42	Megantic Broom Mfg. Co.	10
Canadian Shredded Wheat Co.	7	Miller Bros. Co.	54
Canadian Wood Products Co.	14	Moore & Co., Ltd., R. M.	55
Clark, W., Ltd.	3	Mount Royal Milling & Mfg. Co.	55
Colwell Brokerage Co., Ltd.	11	N	
Connors Bros.	43	Nagle & Co., N. (Volpeek) ..	56
Cockburn Co., F. D.	9	Nelson, C. T.	12
Clayoquot Sound Canning Co.	13	Nootka Packing Co.	13
D		Nutrient Food Co.	55
Davies, Wm., Co. Inside back cover		O	
Dehance Packing Co.	13	Oakeys, John, & Son, Ltd.	54
Dominion Salt Co.	55	Oceanic Oyster Co.	17
Doctor St. Aubin	55	Ontario Seed Co.	54
Duncans, Ltd.	55	Oury Millar Co.	48
E		Oval Wood Dish Co.	Inside front cover
Eddy Co., E. B.	5	P	
Eckhardt, H. P., & Co.	51	Patrick, W. G., & Co.	40
Egg-O Baking Powder	15	Paturel, Emil	16
El Rei-Tan, Ltd.	47	Pennock, H. P., & Co., Ltd.	8
Elliott, W. F.	10	Perry, H. L., & Co.	8
Escott, W. H., Co.	8	Predigest Food Co., Ltd.	16
Estabrooks & Co., T. H.	17	Pullan, E.	56
F		R	
Fairbank, N. K., Co.	49	Releg Co., Ltd.	42
Fearman, F. W.	12	Rock City Tobacco Co.	15
Fowler & Co., R. L.	12	Rose & Laflamme, Ltd.	11
Freeman & Co., J. L.	11	S	
Freeman Co., W. A.	42	Scott, Ltd., A. B.	46
G		Scott-Bathgate Co., Ltd.	8
Gaetz & Co.	11	Shaw & Ellis	14
Gauvreau, Paul F.	11	Spratts, Limited	28
Genest & Genest	11	Schofield & Beer	11
Gillard & Co., Ltd.	55	Sutcliffe & Bingham	17
Genesee Pure Food Co.	47	T	
Gillespie & Co., The Robt.	12	Toronto Salt Works	55
Grant, C. H.	9	Trent Mfg. Co.	55
Gray, John, & Co.	44	Thompson, E. B.	55
H		Thompson & Co., G. B.	9
Hargraves, Canada, Ltd.	10	Turton, J. E.	11
Hart, C. B., Regd.	11	Toronto Pottery Co.	55
I		V	
Imperial Extract Co.	52	Vogans, Ltd.	55
Imperial Rice Milling Co.	12	W	
J		Walker, Hugh, & Son	6
Jones, C. & J.	10	Watford Mfg. Co.	53
L		Watson Bros.	13
Lambe, W. G.	19	Watson & Truesdale	9
Lemon Bros.	47	Wethey, J. H., & Co.	53
Little Bros., Ltd.	12	White & Co.	53
		White Cottell's	55
		Williams Storage Co.	9
		Walter Woods & Co.	46

BUYERS' MARKET GUIDE

Latest Editorial Market News

Vogan's

**Overseas
CAKE**

Put up in one pound packages.

Order from your jobber to-day.

VOGANS, LIMITED TORONTO



**JARS AND
BUTTER CROCKS**

Are needed in every household. We can supply you with the kind that sells. Write for price list now to

The Toronto Pottery Co. LIMITED
Dominion Bank Bldg., Toronto

We are now located in our new and more spacious warehouse at

60-62 JARVIS ST.

TORONTO SALT WORKS

GEO. J. CLIFF

WHITE-COTTELL'S

Best English Malt Vinegar

QUALITY VINEGAR

White, Cottell & Co., Camberwell, London, Eng.

Agent:

W. Y. COLCLOUGH, 53 Silver Birch Ave., Toronto
Beach 2170

The LV PICKLE

Manufactured by

GILLARD & CO., LIMITED
London, England

An English Delicacy of igh Reput

SALT

All Grades. Carloads.

THE DOMINION SALT CO., LTD.
Manufacturers and Shippers
SARNIA :: :: :: ONTARIO

All these ads will have position on a live page each week containing reading matter.

MARKET BRIEFS

New prices issued on Welch's Grapejuice and Grapelade this week provide for an advance to higher levels.

* * *

EXPORT RESTRICTIONS LIFTED

Late advices received by the trade from Washington this week would indicate that sweeping relaxation of restrictions on the exports of foodstuffs, fodders and feed to the pan-American Republics, Canada, Cuba and the West Indies have been effected by the War Trade Board.

It is stated that applications for licenses for all articles under these classifications, with the exception of a short list now will be received by the board subject to the import requirements of the country of destination and to shipping facilities.

An earnest desire to express the esteem of the American nation for the sister nations of the Western hemisphere was said to have been a strong factor in determining the attitude of the board.

The list of exceptions named only wheat and wheat flour, coffee, sugar, corn, butter, cheese, eggs, linseed meal and cake, and cottonseed meals and cake. To avoid any misapprehension as to the supply of these articles to the countries named, it was emphasized that practically all of them are available in desired quantities through Government channels.

MINCEMEAT

Write, wire or telephone for quotations for prompt or fall delivery.

E. B. THOMPSON

20 Front Street East, Toronto

30 DOZ. CASE FILLERS
ONE DOZ. CARTON FILLERS
¾-INCH CUSHION FILLERS
CORRUGATED FLATS.

The TRENT MFG. CO., Ltd.
TRENTON - - - ONTARIO

CHOCOLATTA

contains chocolate, milk and sugar in powdered form.

Makes a delicious drink served hot or cold. Suggest it to your customers for Home and Overseas.

NUTRIENT FOOD CO., TORONTO



Now is the time to see us regarding Salted Lake Herring in pails, tubs or half barrels. Write us at once. Herring any quantity our specialty.

BOWMAN FISH CO.
66 Jarvis Street,
Toronto

GROCERS & BUTCHERS

Buy the Best

FANCY DRESSED POULTRY,
SELECTED EGGS, CHOICE DAIRY
AND CREAMERY BUTTER

C. A. MANN & CO.

LONDON, ONTARIO

"Canada Food Board License No. 7-078"

RAMMANTLES
THE STANDARD BY WHICH MANTLES ARE JUDGED
GAS and GASOLINE MANTLES
FOR ALL STYLES OF LIGHTS
ASK FOR SAMPLES and QUOTATIONS
R. M. MOORE & CO. LTD. Vancouver B.C.
PACIFIC COAST MANTLE FACTORY.

French Doctor desires to represent in Paris, a large house of food producers of a high quality. First-class references and recommendations from responsible Canadians are offered.

Address—Docteur L. Saint-Aubin,
22, Rue de Dunkerque, Paris

These one-inch spaces only \$1.60 per insertion if used each issue in the year.

Wanted

CLASSIFIED ADVERTISING

Advertisements under this heading 2c per word for first insertion. 1c for each subsequent.

Where copies come to our care to be forwarded, five cents must be added to cost to cover postage, etc.

Contractions count as one word, but five figures (as \$1,000) are allowed as one word.

Cash remittances to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittances cannot be acknowledged.

WANTED

WANTED BY YOUNG MAN, POSITION IN general store. Experienced. Box 466, Canadian Grocer.

FOR SALE

CASH GROCERY BUSINESS AVERAGING \$450 weekly. Dwelling and store combined Box 440, Canadian Grocer.

EMPTY BAGS FOR SALE

EXCELLENT ONCE USED JUTE FLOUR bags. Apply Joseph Wood & Co., Halifax, N.S.

THE "WANT" AD.

The "want ad." has grown from a little used force in business life into one of the great necessities of the present day.

Business men nowadays turn to the "want ad." as a matter of course for a hundred small services.

The "want ad." gets work for workers and workers for work.

It gets clerks for employers and finds employers for clerks. It brings together buyer and seller, and enables them to do business though they may be thousands of miles apart.

The "want ad." is the great force in the small affairs and incidents of daily life.

Use this page—the page that is never overlooked—from time to time to put efficiency in your service, and watch it for opportunities.

Everything is classified under appropriate headings, so that you can, at a glance, find what you are looking for. Quite often the want ad page is consulted as a guide to conditions.

Anything used or of interest to the Grocery trade can be located by an advertisement on this page.

CANADIAN GROCER reaches thousands of the best grocers in the Dominion—the kind you want to speak to.

The cost of this service to you is very small—2 cents per word first insertion, and 1 cent per word for each subsequent insertion of the same advertisement. If you do not wish your name to appear in the ad we have a Box system whereby everything is strictly confidential, for which we charge 5 cents per insertion extra.

Kindly enclose remittance with ad so as to save unnecessary bookkeeping, etc.

FOR SALE

SOLID BRICK STORE AND DWELLING. Store 2 stories high, 67 x 44. Storehouse 30 x 20. All new and complete. Will sell with stock or reduce stock. Would take Victory Bonds part payment. Terms to suit purchaser. Good reasons for selling. Apply O. C. Simpson, Box 37, Metcalfe, Ont.

GROCERY AND HOME BAKERY, ALSO VERY desirable corner property with buildings; sales for 1918 over \$30,000. This is an all cash and carry trade. Positively a chance in a lifetime to procure a splendid paying business and very choice property, \$7,000. Will handle balance on terms. Owner is retiring. 968 Bathurst Street, Toronto.

FIXTURES FOR SALE

EVERY MERCHANT WHO SEEKS MAXIMUM efficiency should ask himself whether a Gipe-Hazard Cash Carrier, as a time and labor saver, is not worth more than the high-priced labor which it liberates. Are you willing to learn more about our carriers? If so, send for our new catalogue J. Gipe-Hazard Store Service Co., Limited, 118 Sumach St., Toronto.

SALE PRICE, \$75.00—GIPE-HAZARD RAIL-way system. 5 station. Hardly the worse of use. Poole & Company, Woodstock, Ont.

When writing
to advertisers
kindly mention
this paper.

Second hand
SUGAR BAGS and LINERS
WANTED
WRITE
E-PULLAN TORONTO

15 cents VOLPEEK
MENDS POTS & PANS



Show the housewife how easy it is to make leaky kitchen utensils good as new in an instant by means of Vol-Peek.

Vol-Peek can be applied with the finger—no tools necessary. And the mended article is ready for use in two minutes or less.

Vol-Peek is put up in attractive display stands that make sales easy. Order from your wholesaler or from us direct.

H. NAGLE & CO., Box 2024, Montreal

"On a Cold and Frosty Morning—"

WHEN the snow stretches away into white fields of space and the clear, cold air sets the blood a-tingling in every vein.

—can you imagine anything nicer than a savory, steaming, piping-hot dish of tasty sausage, deliciously cooked and browned?

Truly these are the days when sausage reigns supreme as the king of all breakfast dishes. And these are the days when you can build up a good, steady trade right in your own district by featuring

Davies Quality Pork Sausage

—the kind of sausage your customers will enjoy most of all—so fine-tasting, so deliciously seasoned, so *good* in every way.

Send us a standing order from now on through the season.

Oxford Sausage (large)
Oxford Sausage (small)
New England Sausage
Farm Sausage (not linked)

Cambridge Sausage (1-lb. links)
Cheltenham Sausage (1-lb. packages)
Little Pork Sausage (Special)
Algoma Sausage (in 60-lb. tubs,
larded)

THE DAVIES COMPANY
WILLIAM LIMITED

MONTREAL

TORONTO

HAMILTON

White Star Yeast

Absolutely the best made. Packed in the proper yeast containers, air-tight cardboard cartons, 6 full-weight cakes to carton. Price at all jobbing centres from Ft. William to Vancouver

\$1.35

per box of 3 doz. cartons.



Retails 5c Per Carton

